A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

May 3, 1965

World-wide sales promotion of U.S. products

pages 2-3

Business Bulletins *from around the world*

BRAZIL—Exchange Department of Bank of Brazil announces that imports of refined copper are exempt from 30% compulsory prior deposit, 10% surcharge on exchange transactions. In addition, special import quotas to be granted in excess of normal limit of $50,000 per firm a week.

COLOMBIA—International Finance Corp. extends $1 million line of credit to Industrias Alimenticias Noel, S. A., leading Colombian food products manufacturer. Noel is increasing production capacity for biscuits, crackers, confectionery. Company plans to purchase additional bakery and confectionery equipment and to install new packing machines.

GERMANY—Import tender for canned asparagus spears and/or tips extended until May 15; licenses already issued will be extended until that date upon special application.

INDONESIA—Marketing facilities of internationally-owned Shell Oil Company in West, Central, South Sumatra, West Java, Kalimantan transferred to Government oil firm P.N. Pertamin. With these transfers Shell completed turnover of marketing operations to Government except for facilities in Tandjung Priok, port for Djakarta.

IRAN—Iran Pan American Oil Co. inaugurates oil production and terminal facilities on Kharg Island, about 20 miles offshore in Persian Gulf. Facilities are capable of processing 100,000 barrels of crude oil a day, flowing by submarine pipelines from nine offshore wells. Storage capacity soon to be raised to one million barrels. IPAC is a partnership formed by Pan American International Oil Co. and National Iranian Oil. Co.

ISRAEL—Final $30 million installment paid by Government of West Germany, marking end of German reparation payments to Israel. Since conclusion of reparations agreement in 1952, Germany has made payments to Israel totaling $860 million, most of which have been in form of credits for goods, services supplied by Germany.

MALAYSIA—Industrialization continues in Singapore. Three small factories recently opened to manufacture paper boxes, sulphuric acid, paint products. Also, foundation stone laid for timber products factory, joint venture with Taiwan investors capitalized at $667,000 which will produce veneer, plywood.

Country offers $25 million bond issue on New York money market, representing first attempt to borrow in U.S. money market. Issue is being underwritten by Kuhn, Loeb and Co. Proceeds from bond issue floated in U.S. to be paid into Development Fund.

Use of air transportation has greatly increased in Malaysian Borneo states of Sabah and Sarawak, development of particular significance in view of limited land transport facilities, physical separation of Borneo states from rest of Malaysia. Malaysian Airway's to increase jet service to four jet flights per week between mainland Malaysia and Kuching (Sarawak) and Jesselton (Sabah) in addition to daily Fokker F.27 flights to both cities. Jet service to be further expanded in November.

NETHERLANDS—January imports from the U.S. totaled $63 million, 7% below like month 1964. U.S. share of Dutch market rose to 11.8%, from 11.5% in January 1964.

Fokker N.V. announces 23 sales of F-27 Friendship aircraft in January, bringing total Friendships ordered to 312.

KLM to open once-a-week service between Amsterdam and Bucharest, Rumania.

SPAIN—GNP at market prices in 1964 totaled $17.7 billion, according to National Institute of Statistics. Growth in 1964 over 1963 amounted to 7.5% in real terms and 13.2% in current terms.

Total imports in 1964 amounted to $2,258 million, of which $352 million or 15.6% came from U.S. Total exports in same year valued at $954 million, of which $96 million or 10.1% went to U.S. In 1963, U.S. supplied 16.3% of imports and took 10.7% of exports.

Deposits of gold (coins or ingots) made by Spanish nationals as required by decree of March 14, 1937, during civil war, will now be returned to owners, according to recent decree. Applications should be filed with Spanish Foreign Exchange Institute (IEME), Madrid.

TURKEY—Basic oxygen converter at Eregli Iron and Steel Mill begins operations, thus completing start-up process of entire plant. Eregli's rolling mill has been delivering flat sheet products to Turkish market since December 1964 using imported stock.

UNITED KINGDOM—According to survey made by American Chamber of Commerce, London, 150 U.S. subsidiaries operating here exported goods valued at $1.4 billion which was 12% of total U.K. exports in 1964. Rate of growth of exports of these firms in 1964 was 6.5% while U.K. total exports grew by only 4%.

First shipment of liquefied petroleum gas under 15-year contract between Phillips Petroleum Co. of Bartlesville, Okla., and Eastern Gas Board arrived here during April. Contract provides that Phillips deliver 40,000 tons of liquefied propane a year to Gas Board. Gas will supply greater part of gas needs of Norfolk County. Contract between Phillips Petroleum Co. and Eastern Gas Board represents second venture of its kind here. Earlier this year, first shipment of liquefied natural gas arrived from Algeria under long-term agreement between British Gas Council and CONCH International Methane, Ltd. These arrangements will provide about 10% of U.K.'s gas requirements.

British Post Office contracts U.S. management consultant firm, McKinsey and Co., to make study of problem of post office modernization. With firm's recommendations and cooperation of Ministry of Technology, Post Office hopes to speed up process of postal mechanization, including use of automated mail distribution facilities. There also will be further replacement of older offices, aim being to start 50 new post offices, 20 mail sorting offices during current financial year.

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the cover

Italian businessmen (upper left) leave the Milan Trade Center show where U.S. firms displayed and sold laundry and dry cleaning equipment in December. (Upper right) A U.S. Machine Tool Trade Mission visits a Japanese plant seeking business proposals for American firms. (Lower left) Prospective buyers inspect products displayed in the 1964 U.S. exhibition at the Stockholm Technical Fair. There is still time to take advantage of the Fairs, Missions, and Trade Center shows listed on the next two pages.

International Commerce

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EXPORT EXPANSION DATES

World markets via trade

Every week of the year, in one or more of the world markets, the Bureau of International Commerce is working with U.S. businessmen to sell U.S.-made products.

This activity takes several forms. Potential buyers are exposed to U.S. products at international trade fairs and the six U.S. Trade Centers. And trade missions go out periodically.

Another way to let foreign buyers see U.S. products is now in full swing—the Sample Display Service. This service consists of showrooms at Foreign Service posts in Lebanon, the Philippines, Thailand and Kenya.

Dates for many of these events are listed below. There is still time for a U.S. manufacturer to enter any exhibit listed if his product is acceptable.

Write: Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230 or **phone:** Area Code 202 WOrth 7-3968.

Trade missions are composed of outstanding U.S. businessmen who visit merchants and association officials overseas, establishing person-to-person contacts and discussing business proposals which they carry with them. **Write:** Bureau of International Commerce, Trade Missions, Code 8210, Department of Commerce, Washington, D.C. 20230.

Exhibits in commercial fairs by the United States are selected after a study of the market has shown a need for the product.

National exhibitions, which present a picture of life in the United States, are usually held in the developing countries and in Soviet-bloc lands.

Trade Centers are located in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm. The shows are open to invitation to buyers, agents, and wholesalers, and are limited to specific product lines.

The Sample Display Service opened last fall. The latest one, in downtown Nairobi, got underway May 3 for a 30-day run. A brief description of the new activity is at the end of this listing of export expansion dates.

Plant and equipment maintenance. GERMANY. Special emphasis on machines to clean industrial machinery, plants, warehouses. **Frankfurt Trade Center. June 9-16.**

Industrial design services. GREAT BRITAIN. To include transportation, home furnishings, packaging and office and business equipment design services. **London Trade Center. June 15-25.**

Medical and surgical instruments. SWEDEN. Show coincides with 14th International Hospital Congress in Stockholm. Advanced electro-medical, electro-therapeutic and auto-analyzers included. **Stockholm Trade Center. June 16-25.**

Industrial process controls. ITALY. Italian industry reportedly speeding up plant modernization to meet competition. Over $50 million market seen. **Milan Trade Center. June 20-27.**

Metal finishing equipment. JAPAN. $40-million annual market with interest in latest technical developments automotive processing, waste treatment, corrosion and accessory testing equipment. **Tokyo Trade Center. June 29-July 8.**

Meat processing, packaging equipment and cold storage. GERMANY. Machinery for slaughtering, packing, packaging, and storing meat products. **International Meat Industry Supply Exhibition. Cologne. July 10-18.**

Air conditioners and dehumidifiers. JAPAN. Housing construction boom creating strong demand for room coolers. U.S. products popular. **Tokyo Trade Center. July 21-30.**

Capital machinery. PERU. Direct sales and joint ventures involving U.S. industrial equipment and technology investment. Includes food processing; packaging and preservation machinery; metal working machinery; and construction equipment. U.S. trade mission. Proposals must be received by June 15. **July 31-August 28 in Peru.**

Educational laboratories and systems. SWEDEN. Show coincides with meeting of International Association of Modern Language Teachers in Uppsala. Market for advanced design of industrial training appliances and auto-instructional devices. **Stockholm Trade Center. Aug. 17-26.**

Air conditioning equipment. GERMANY. A good chance for U.S. manufacturers to sell equipment for gas heating, ventilating and air conditioning, due to change-over to natural gas use in Germany resulting from Netherlands gas strike. **Frankfurt Trade Center. Sept. 1-8.**

Advanced Industrial fasteners. GREAT BRITAIN. $12-million market for advanced fasteners expected in U.K. by next year with large buyer audience anticipated in **London Trade Center show. Sept. 7-17.**

Air conditioning equipment. GERMANY. Building boom, desire for comfort create demand for all types of air conditioning equipment. Good chance to sell equipment and component parts. **Frankfurt Trade Center. Sept. 1-8.**

Industrial electronics. SWITZERLAND. Swiss economy depends upon efficient, automated industry. Present modernization program creates market for advanced U.S. industrial electronics. **Basle. International Exhibition of Industrial Electronics. Sept. 7-11.**

Electricity. YUGOSLAVIA. "Better Living Through Electricity" theme of U.S. national exhibition. Zagreb International Trade Fair. **Sept. 9-19.**

Packaging machinery, ITALY. Show coincides with 4th In-

centers, missions, fairs

ternational Exhibition of Packing, Packaging, Mechanical Handling and Food Processing Industrial Machinery and is held at suggestion of Italian Packaging and Packing Trade Assn. **Milan Trade Center. Sept. 11-17.**

Hotel, restaurant and apartment house equipment. THAILAND. A $10-million market for contract furnishings, builders' hardware and institutional catering equipment. **Bangkok Trade Center. Sept. 15-Oct. 1.**

Machine tools, agricultural equipment. POLAND, RUMANIA. Neither country familiar with U.S. products but both seek to expand trade. Interest is rising as relations improve. **Trade mission. Sept. 18-Oct. 16.**

Photographic products. SWEDEN. A chance to test new and advanced photo equipment and film in a highly competitive but profitable field. Products for use by both professional and amateurs accepted. **Stockholm Trade Center. Sept. 21-Oct. 1.**

Welding and cutting equipment. GERMANY. U.S. manufacturers of all types of welding and cutting equipment are invited to participate in the leading commercial show of its type. Expanding market reported. **Essen. Trade Fair for Welding and Cutting. Sept. 25-Oct. 3.**

Nuclear instrumentation and related equipment. GERMANY. West German government and industry expected to spend $850 million ('63-'67 period) on nuclear development and research equipment. **Frankfurt Trade Center. Sept. 28-Oct. 5.**

Data processing equipment. ITALY. Unique sales opportunity. Market estimated at $4 to $5 billion over next 10 years. **Milan Trade Center. Oct. 1-7.**

Materials handling. SWEDEN. Challenging market for manufacturer of all types of materials handling and conveying equipment. **Stockholm Technical Fair. Oct. 1-7.**

Food processing, related equipment. THE NETHERLANDS. Change in Dutch eating habits causes increase in consumption of frozen and preserved foods. **Utrecht. Machinery and Equipment Fair. Oct. 13-20.**

Pulp and paper machinery and equipment. GERMANY. Featured U.S. products will include equipment for paper and paperboard controlling, packing, converting, cutting, sealing, taping, glueing and handling. **Frankfurt Trade Center. Oct. 20-27.**

Commercial laundry and dry cleaning equipment. SWEDEN. Good market for all types of U.S. commercial laundry and dry cleaning equipment, including vending machines. **Stockholm Trade Center. Oct. 20-29.**

Consumer and capital goods. MALAYSIA AND HONG KONG. Business proposals to be carried to this area by trade mission should be submitted by June 3. **Oct. 23-Nov. 21.**

Automotive service and repair equipment, metalworking machines, and hospital equipment. PERU. Outlook for all three categories appears bright in outstanding sales event. U.S. exhibition at Pacific International Trade Fair in Lima. **Oct. 30-Nov. 14.**

Light industry and food processing equipment. ETHIOPIA. Licensing and joint ventures are wanted in the form of business proposals by U.S. trade mission. Deadline for submission Aug. 31. **Nov. 1-27.**

Boating accessories. ITALY. Renewed interest in many boating accessories and equipment not available from Italian sources. Small cabin cruisers and plastic out-board hulls have high marketability here. **Milan Trade Center. Nov. 2-8.**

Nondestructive testing and measuring apparatus. GREAT BRITAIN. Wide sales prospects for aggressive U.S. business men willing to develop greater share of $32-million market—a market expected to reach over $62 million in 1970. **London Trade Center. Nov. 2-12.**

Sample Display Service

What is it?

A means of providing low-cost product display and demonstration space for 30 days for the use of potential U.S. exporters. It is conducted by the Bureau of International Commerce through Foreign Service commercial officers in Beirut, Manila, Bangkok and Nairobi.

What does it do?

It assists U.S. firms in obtaining local agents, distributors, licensees or investors to sell their products overseas.

Does it cost much to participate?

No. Exhibit space and related services are free. Exhibitors pay only one-way freight and incidentals—packing, insurance and documentation fees—from plant to port of entry. Return shipments, if unsold, are at Government expense.

Is a company representative needed?

No, but they are welcome. Commercial officers on the spot will assist business visitors. All exhibitors must provide a display sample or an acceptable substitute, catalogs, complete price data, a letter introducing the company and its product, and instructions for demonstrating the equipment.

Wings over West Africa

U.S. firm begins aerial survey of Liberia, sees a future with Africa's developing nations

By JAMES ROURKE
Staff Writer

Old hands knew what the new were learning last week in Liberia:

Liberian April often hints of a rainy season but May will come straight to the point.

From bamboo huts on jungle hills, crews of U.S. technicians eyed the West African sky for signs that nature might give them one more day.

The weather already had been difficult; shortly it would be impossible for the job at hand. Even so, these two dozen Americans were satisfied that they had cleared the first hurdle in an assignment that eventually could affect the economic lives of millions.

TUNING IN, radar man Dean Hodges tests equipment before flight over unmapped Liberian jungle.

Two-year job

The task, to be completed in two years: An aerial survey that will completely photograph, map, identify and catalog the 43,000 square miles of Africa's oldest independent republic.

This was the job that fell a few months ago to the architectural-engineering firm of Daniel, Mann, Johnson & Mendenhall, 19-year-old U.S. company with a history of unusual projects in several parts of the world.

When it's finished, Liberian leaders—whose country now is mostly uncharted—will have information they need to plan and build roads, undertake flood-control and hydroelectric projects, develop the nation's natural resources. And DMJM has professional interest in those things, too.

Some background

Fortune Magazine once described DMJM as "one of the biggest and perhaps the most versatile and efficient outfit in the architect-engineering business."

For background, it might be enough to say the firm has headquarters in Los Angeles and a branch in Washington and that its accomplishments range from missile sites at Cape Kennedy to a big bird cage at the Washington Zoo. But the range also includes schools and colleges, airports, public and private office buildings, factories, water-supply projects, rapid transit systems, housing developments, resorts, highways and sewer systems.

DMJM went to Africa slightly less than seven years ago to plan a desert highway for the Sudanese. Officials saw a future with Africa's developing nations. Today the Liberian survey—for which the company set up its own aerial division—is one of half a dozen projects in the works or under negotiation in these countries.

Ring a bell

Frank Collins, senior international engineer, recently returned to the Washington office after inspecting a job in Cameroon and now is checking progress reports on the work. Said Collins:

"We want to do business and we're willing to take some risk where, with patience and time, we might develop business.

"We find it by ringing doorbells. It seems to me there's as much business in Africa as anyone wants, but U.S. businessmen are not going after it intelligently.

"Many U.S. products already have been introduced in these countries through various aid programs. But even with the virtual bonus of this introduction, manufacturers don't follow up."

New tool

Victor L. Bellerue is managing director of DMJM Aerial and Associates, the subsidiary organized last year in advance of the Liberian survey. He, too, recently returned from an African trip—one that took him to talks with government leaders and businessmen in Kenya, Liberia, Malawi, Sudan, Tanzania, Uganda and Zambia. His forecast:

Five years from now, DMJM's position in Africa—and, by inference, that of any other firm operating there—will depend on how well the company has served its customers, not on the size of the job or amount of profit.

An airplane—the one they're using in

TENT PROTECTS ELECTRONICS EQUIPMENT at survey camp near Roberts Field, Liberia. Crewmen (left to right) are Jess Thompson, Don Beran and Jim Francomarcaro, assistant to director, DMJM Aerial.

Liberia—is the newest tool in DMJM's kit of engineering services. They got it after the Sudanese highway job, which taught that conventional land-survey methods don't work well in Africa.

The craft is an extensively modified A-26 World War II bomber valued at more than $2 million, equipped for both mapping and geophysical studies and fitted with a full range of highly sophisticated survey and navigation instruments. These include:

A magnetometer with which to search for petroleum and mineral deposits from altitudes of 1000 to 2500 feet.

A precision aerial camera permitting photographic coverage of more than 4000 square miles without reloading.

HIRAN (high precision short range navigation) equipment, triggered from ground stations, to pinpoint the plane's location and altitude at any moment in flight.

Data collected in the survey will be processed by computers in DMJM's Los Angeles headquarters.

In operation

The plane is based in Beirut, Lebanon. During the Liberian survey (a $750,000 contract for the U.S. firm) it is operating from the former World War II airport, Roberts Field, 40 miles east of the Liberian capital of Monrovia. Expanded and modernized, the field now serves as an international port.

Survey operations are restricted largely to Liberia's dry season, November to April. In remaining months, DMJM will use the plane in an oil-search project off the Ethiopian coast, and for other contract work.

Liberia gets most of its rain in the May-November period. The annual average runs from 70 inches in jungle uplands to 180 inches on the coast—roughly two to four times the annual averages in Atlanta, Boston, Houston and Indianapolis.

Last week, facing the inevitable, DMJM staffers in Liberia could chalk up at least one accomplishment as they waited for nature to interrupt the work:

They had set up, tested and started operating their HIRAN control stations and the survey was under way.

Here to there

One station is near Roberts Field. Another is on a beach in the extreme south. Three are in the interior, reached by truck, helicopter, horseback and, finally, man-pack through the jungle. Each required two tons of equipment.

There are two men to each station, living in huts with bamboo floors and thatched roofs. The stations are near native villages. Each has a "camp staff" —cook and errands boys.

THIS EXTENSIVELY MODIFIED A-26, equipped with full range of survey and navigational equipment and valued at more than $2 million, is the 'new tool' U.S. firm acquired for its assignment in Africa.

DMJM officials are confident their new approach to surveying will give them a good competitive advantage over other engineering firms operating in Africa, including British, French and German. However, they have encountered what they call "the well-known nervousness of any foreign country regarding aerial reconnaissance."

"There is occasionally a mistaken impression that aerial photography would be used for mysterious, subvertive service. This simply is not so," Engineer Collins said. "It is a very distinct engineering and sociological tool."

Key in hand

Collins and Bellerue hold that aerial photography is the key to land-use studies especially in developing countries. They see it as the quickest way to measure farm and forest acreage, find out how much more land could be put into production, determine the need for flood control and irrigation projects and where to build a useful highway.

The two talked of other company projects in Africa, including:

A water-supply study in Nigeria.

A highway department project in Cameroon.

"We did an engineering and economic feasibility study of the water system, present and required, in greater Lagos," Collins said. "The report has just been rendered to the Nigerian government for study and to determine how much can be pursued.

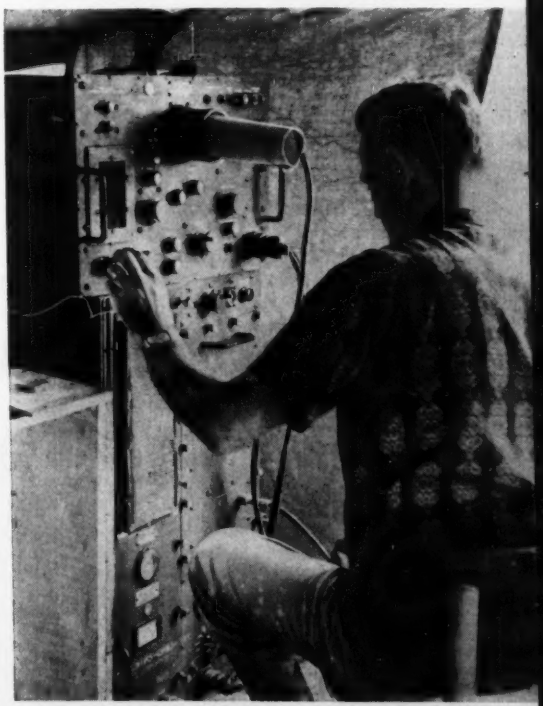
In Cameroon

"Our purpose in Cameroon was to assist the government of West Cameroon in organizing, developing and operating a highway department. We have been there about 18 months and expect to be there two or three more years."

For this job, the company sent specialists to teach the operation and maintenance of highway equipment; how to grade and classify highway materials; proper methods of warehousing, supply and inventory control, and proper fiscal and accounting practices.

Within the next 90 days, the company expects to send additional specialists to help develop a farm-to-market road system "way back in the bush," Collins said.

Collins was sharp in criticizing U.S.



WIRED FOR WORK, electronics supervisor Jess Thompson operates radar unit at Roberts Field.

LIBERIA'S RUGGES NIMBA MOUNTAINS yield iron ore which conveyor system carries to railroad line. Photo shows kind of densely forested country Los Angeles engineering firm will map during survey.

manufacturers who fail to go after business in developing countries—and particularly after their products have been introduced abroad through U.S. aid programs.

Studying reports on the Cameroon job, he said, he learned that eight out of 10 U.S.-made trucks were out of service with broken springs—"and the manufacturer's name is becoming a dirty name over there."

DMJM isn't in the truck business, Collins said. But he called the manufacturer's Washington agent with what he considered a tip on a sale—and got words to the effect that "it isn't in my department."

"That attitude is wrong, utterly wrong," Collins said.

"And it's inconceivable to me that a manufacturer fails to follow up after selling.

"How are we going to show progress, and get these people to like U.S. goods?"

Agricultural products make up 25% of merchandise exports from U.S.

By IRWIN R. HEDGES

Agricultural Trade Specialist
Office of the President's Special
Representative for World Trade Negotiations

U.S. farmers are the most efficient in the world. As a consequence they not only provide the American people with the most abundant and varied diet at the lowest cost relative to income in the world, they also produce an abundance for export.

President Johnson, in his farm message to Congress Feb. 4, said:

"The welfare of American agriculture is closely linked to foreign trade. Our 1968 goal of $6 billion farm product exports was reached in 1964.

"These exports have strengthened farm prices, brought additional business income, reduced our surpluses and storage costs, and have helped our international balance of payments. Abroad, they have contributed to political stability and economic progress."

Up 64%

Since 1958, we have pushed the value of total agricultural exports from $3.9 billion to a record peak of $6.4 billion. That's an increase of 64%.

The products of one harvested acre of American crop land in four are sold abroad, and their value in 1964 was equivalent to 16% of cash receipts from farm marketings.

Farm products account for fully a quarter of America's merchandise exports. Moreover, most of the gain in recent years has come from commercial sales.

The commercial best-sellers last year —feed grains and soybeans and their products—earned almost as much abroad as the exports of the whole automobile and truck industry and about $350 million more than the exports of the giant chemical industry.

Commercial sales

Of the $6.1 billion of U.S. farm exports in fiscal 1964, a record $4.5 billion were commercial sales for dollars, while $1.6 million moved under Food for Peace and AID programs (foreign currency sales, donations, barter and long-term supply of dollar credit sales).

Industrialized nations in the northern half of the world represent the main commercial dollar markets for U.S. agricultural products. Some countries receiving Food for Peace shipments also make some purchases for dollars and, in the aggregate, Latin America and other developing areas represent important dollar markets for U.S. products.

The European Economic Community alone buys $1.4 billion of U.S. farm products a year. Agricultural products account for a third or more of total U.S. exports to the EEC, the United Kingdom and Japan.

To hold and increase these markets, our efficiency as agricultural producers is not enough by itself. Our dollar earnings from farm exports will not continue to grow unless we maintain and expand access to world markets.

What they're doing

That is why liberalization of world trade in agricultural products is a major and essential objective of the Kennedy Round of international trade negotiations under the auspices of the General Agreement on Tariffs and Trade (GATT).

The EEC is in the process of developing a common agricultural policy and

Community-wide prices to replace the national prices of the six individual countries. It has said it could not negotiate with other countries on agricultural products until this process is substantially completed.

Our concern as agricultural exporters is that this process, representing as it does a series of compromises among the various national forces within the community, could result in a protectionist, inward-looking policy, aimed at encouraging agricultural self-sufficiency. Our apprehensions in this regard are sharpened by the system of protection against imports which the Community has already adopted for a number of major products.

Moreover, the Community has combined this internal policy with a proposal for agricultural trade negotiations that would limit them substantially to freezing levels of support product by product.

The United States and most of the other major participants rejected the Community's proposal as a general negotiating plan. Basically, the reason for rejection was that the proposal was not directed at the goal of trade liberalization.

U.S. suggestion

The United States and a number of other participating nations suggested a pragmatic approach to the agricultural negotiations. Under this approach they would aim at reductions in effective trade barriers in whatever form they exist.

Where fixed tariffs are the only form of protection, the aim would be to reduce and bind such tariffs. Where measures other than fixed tariffs are the effective barriers to trade, the aim would be to achieve significant liberalization in these forms of protection.

For some products, such as grains, negotiations will have to deal with domestic policies if we are to achieve trade liberalization—because it is these domestic policies that interfere with expanded trade.

Negotiations on world trade in grains are scheduled to start May 17. Negotiations on agricultural items other than grains will begin Sept. 16 with an exchange of offers by the participating nations.

Goal for all

In addition to identifying barriers to trade—tariffs, variable levies quotas, domestic support systems—the May—September period will be used to explore the type and content of offers which would be made in September to reduce barriers and expand trade.

We know the negotiations will be difficult and complex. We are dedicated to obtaining liberalization of trade in agricultural products, however. We continue to believe that this goal is in everyone's interest—not just of the farmers but of the United States, the European Economic Community and the other members of the GATT.

KNEE-DEEP IN SOYBEANS, foreign visitors saw Midwestern farmland last summer as guests of State of Illinois. From left to right are Bolivian Vice Consul R. W. Taendler; R. M. Schneider, State Department of Agriculture; Sol Polk, Chicago businessman; Dr. Jesus de la Huerga, consul from Dominican Republic; Mrs. Thomas Felgen, wife of the Canadian commercial officer, and Liberian Consul William H. Jones.

The world is better fed today than ever. So greatly is food production increasing that it is managing to keep ahead of population growth, despite the fact that postwar population growth has been much greater than expected.

Shortages widespread

But the contrast between the have and have-not nations is nowhere sharper than in relation to food production and consumption.

A recent study of global food supplies showed that in the 30 industrialized nations of the temperate northern area—countries with a combined population of about a billion people—diets are nutritionally adequate. Because these countries can produce sufficient food (or manufactured products that can be traded for food), they have an assured supply into the foreseeable future.

In contrast, the 70 less-developed countries—mainly in the tropical and semi-tropical southern portion of the globe—have diets that are nutritionally inadequate. This area is composed of Latin America, Africa, South Asia, the Far East exclusive of Japan, and Communist Asia. Here there are shortages of proteins, fats and calories. The area contains more than 2 billion people, for whom malnutrition is widespread and persistent.

These countries can and should produce more of the food that they need. But it will take a great deal of effort, of investment in better farm equipment, fertilizer and seeds, and of education in modern techniques. In other words, it will take time.

Meanwhile—in fact, as far into the future as we can see with any certainty—the strength and productivity of U.S. agriculture will continue to be vital not only to the United States but to the hungry half of the world. There can be no progress—indeed, there can be no real assurance of durable peace—in a world ravaged in vast areas by hunger.

ANTIQUE DEALERS EXHIBITION

The Antique Dealers Fair and Exhibition will be held at Grosvenor House in London, June 9-24.

ALMOST 11,000 SHIPS totaling close to 40 million net registered tons pass through Singapore's harbor each year. Cargo handled, about 22 million tons.

At the tip of Asia— a tip for traders

Fast-industrializing city of Singapore has viable economy, highest per capita income in Southeast Asia

Singapore, the major commercial city in the new nation of Malaysia, offers a lively market for U.S. products, services and investment.

Its growing and viable economy is being strengthened by industrialization and by construction activities. Its per capita income of almost $500 is the highest in Southeast Asia. Its port has become the fifth largest in the world.

An island at the tip of the Malay peninsula, Singapore is a free port area with only minimal trade restrictions. Most U.S. products face no entry problems.

The United States is a major supplier; the United Kingdom and Japan are its chief competitors. Imports from the United Kingdom, Australia, and other Commonwealth countries are aided by Commonwealth preferences, but duties are levied on only a few items and preferential rates are applied only on tobacco, intoxicating liquors and sugar and products.

Dependent on imports

The entire Southeast Asia area feels the impact of Singapore's various activities: Trading, financing, processing, marketing, warehousing and distribution. On the main trade routes between Europe and the Far East, it has been an entrepot center for generations.

Entrepot trade continues to play the most important role in Singapore's economy, although imports of manufactured goods are important for local consumption as well as for reexport. Despite the growing number of factories on the island, every family depends in some way upon imports.

Flourishing industries require machinery and equipment which must be brought in from abroad, and the heavy tourist traffic creates a large demand for imports, particularly "shopper's goods."

Consumers generally prefer U.S. brands but often consider price as a determining factor.

The opportunity for U.S. business is there, but it can be fully developed only by personal attention.

Linked to world

Singapore's population in mid-1964 was estimated at more than 1.8 million, a 25% increase since the 1957 census. The people are traditionally merchants and traders in all types of commodities, particularly rubber and tin.

About 100 shipping lines link the city

U.S. share of Singapore import market increases despite decline in value

Year	Total imports (US$ millions)	Imports from U.S. (US$ millions)	U.S. share (%)
'64	876.0	63.1	7.2
'63	1,412.2	74.6	5.3
'62	1,331.9	66.4	5.0
'61	1,308.0	61.7	4.7

with all parts of the world on a regular basis. Thirteen international airlines serve Singapore through the newly opened facilities of the Singapore Airport, built and equipped to ICAO standards and boasting a 9,000-foot jet runway.

More than 40 banks—three of them branches of U.S. banks—with combined assets of US$650 million carry on financial operations aggregating $14,300 million a year.

Almost 100 U.S. companies have branches or resident representatives in Singapore.

Economic development plans

The Singapore Government has attempted to plan the economic development of the State to increase national income at a rate at least equal to the population increase and to provide employment for the growing population.

In 1961, the First Four-Year Development Plan was launched. As revised, it provides $335 million for capital expenditures in three major fields: economic development, social development, and public administration.

The Economic Development Board, established to implement industrialization, has created industrial estates and doubled existing water and power facilities. A total of 119 pioneer certificates has been granted to firms which plan to produce 225 commodities.

Planned expansion

Expansion and improvement of health, education, sewerage, community services, culture, and housing are planned. Almost 30,000 dwellings have been constructed in the last three years, and a goal of 12,500 units a year for the next four years has been established.

Funds earmarked for improvement of public administration are for modernization of buildings, equipment and procedures.

Singapore has no separate trade agreements with other countries. Before formation of Malaysia, Malaya and Singapore signed an agreement to establish a Malaysia-wide common market. Implementation has begun and will ultimately bring all the areas of Malaysia into one customs area with a single tariff system, common revenue and taxation systems, and coordinated economic administration.

Most items enter Singapore under Open General License. Foreign exchange is automatically granted for goods imported both under Open General License and specific license.

Potential for items, services

The Singapore merchant community comprises Malaysians of Chinese and Indian origin, and European and American nationals. Merchants are able to provide effective import, reexport, and local distribution services for foreign suppliers. As many are agents for a wide range of products, however, U.S. exporters would be well advised to select firms capable of expansion, and to give them maximum promotional support.

MARKET FOR TEXTILE machinery in Singapore is likely to grow, as more firms are entering this field.

The biggest U.S. share of the market is in construction equipment. In 1963, US$4.5 million worth of tractors and related equipment were brought in from the United States; total imports in this category were valued at US$6.6 million. Both Government and private projects are creating additional demand for such equipment.

Prospects good

Because of the rapid pace of industrialization, prospects for the continued sale of U.S. machinery remain good. However, there is strong competition from suppliers in Japan, Federal Republic of Germany, and the United Kingdom. Of special interest are textile machinery, tool and diemaking equipment, machine tools, hardware items, steel fabrication, forging tools and electrical home appliances.

U.S. tobacco sells

About half of all the tobacco imported into Singapore comes from the United States. Virginia leaf, whether of U.S. or non-U.S. origin, locally is considered American tobacco and enjoys the strongest demand. A more aggressive campaign to properly identify U.S. tobacco in locally made cigarettes may increase use of the U.S. product.

With effective marketing methods, there are possibilities for a wide range of other items, and for engineering and construction services. Among products of strong sales potential are:

Transport equipment, including helicopters and light aircraft (for reexport to the Borneo States); food catering and preparation devices for home and institutional use; photographic, sound, and other scientific equipment and supplies; sporting and recreational goods; office furniture and equipment and household furniture; food processing equipment, including freezing and refrigeration; food retailing equipment and facilities; motor vehicle maintenance and repair facilities, equipment, and tools; canned food products and animal feeds and vitamins; materials handling equipment; and factory machinery and equipment for new industries.

Full report available

The accompanying article is a summary of a report entitled *Market Factors in Singapore*, prepared by Robert A. Brown, Commercial Officer at the U.S. Consulate General in Singapore, Malaysia.

Mimeographed copies of the full report are available.

Write: Office of International Regional Economics, BIC-8440, U.S. Department of Commerce, Washington, D.C. 20230, or any of the Department's Field Offices.

READY TO TAKE-OFF with the resurgent co-op movement throughout Latin America is Guillermo Ramos, a secretary with the AID mission in Ecuador. The poncho is a product of a cooperative handicraft project.

Latin America's co-op movement gets new life through Alliance

AID helps private cooperatives at both local and national levels; movement aims to boost economic growth, family buying power

By ROBERT T. BONHAM

Agency for International Development

Latin America's private cooperative movements are scoring wide gains under the Alliance for Progress.

A record expansion, extension and improvement of cooperative undertakings in such diverse fields as rural electrification, housing and farming are sparked by U. S. cooperative organizations under AID contracts.

U. S. AID missions in the Alliance countries are helping to organize numerous private cooperative enterprises on national and local levels. Their basic plan is to spur economic growth through private initiative; spread the benefits of industrial and agricultural diversification, and boost incomes and buying power.

Eight major U. S. cooperative organizations operate under AID multi-country contracts and provide services that virtually blanket the hemisphere.

The total funding of all AID's cooperative efforts in Latin America during 1964 was $8 million for grant funds and $31 million in loan funds. All the aided co-ops will eventually become self-supporting and self-managing.

Organizations operating under AID's multi-nation contracts are:

The Credit Union National Association: This organization has guided local Latin American groups in establishing 1,280 credit unions with more than 400,000 members in Bolivia, Brazil, Ecuador, Colombia, Peru and Venezuela. Their cumulative loans on locally generated funds are just under $50 million. A new program recently inaugurated for the Central American republics and Panama hopes to establish 1,500 new credit unions within the next five years. A new dues-supported, self-sustaining credit union federation will coordinate Central American operations.

Fund for International Cooperative Development: In the six-month period since the AID contract was signed, this Fund has sent technicians to Argentina, Chile, Colombia, Ecuador, Uruguay and the Dominican Republic. The new Cooperative Bank of Ecuador has just opened, with AID financial assistance. A similar bank in Uruguay has been operating without AID assistance for three years. New cooperative banks for Chile, Colombia and Argentina are scheduled to open in 1965.

The National League of Insured Savings Associations: This organization has assisted in framing legislation protecting the accumulated savings of 170,000 depositors in 78 savings and loan associations in Chile, the Dominican Republic, Ecuador, Peru and Venezuela. These savings now amount to $70 million.

Three additional countries have adopted enabling legislation for participating in the program and two more are considering such legislation.

The National Rural Electric Cooperative Association (NRECA): AID has entered into 30 contracts with NRECA for various types of cooperative work in 17 Latin American countries. AID has also approved four loans to assist 19 rural co-ops in Chile, Colombia, Ecuador and Nicaragua.

The first AID-assisted rural electric co-op began operations in an Ecuador village during March 1964. With the help of a Kentucky rural electric co-op organization, a small power plant was taken over, with the following results:

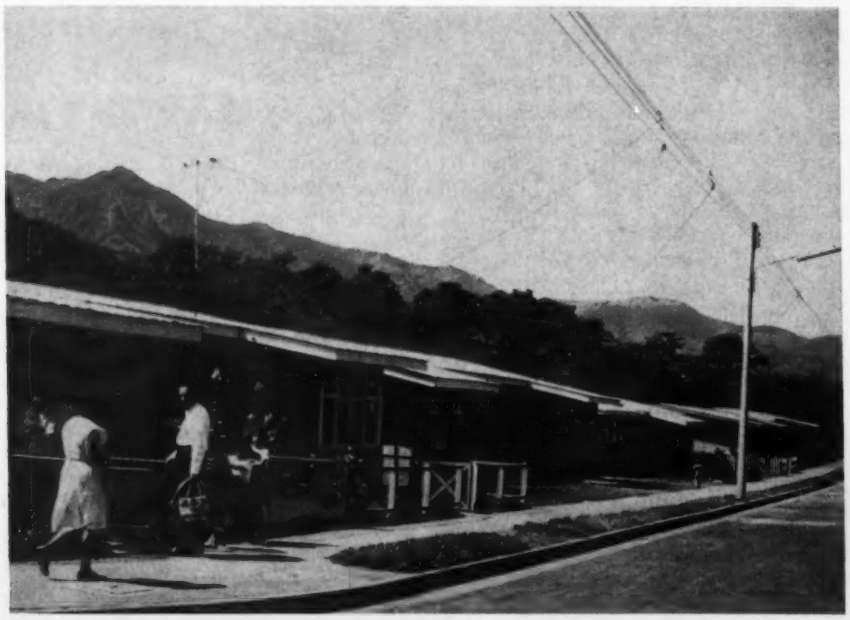
- A 24-hour service which has never broken down.
- An increase from 364 to 549 customers.
- An increase in kilowatt hour sales from 25,000 to 63,000 per month.

New industries established in the community include two saw mills, a spaghetti factory, two bottling plants, an oil distributor, a cocoa-coffee processing plant, a radio station and a hotel.

Early in 1965 construction will begin to expand the village co-op service area, and some 2,000 additional rural families will receive the benefits of electric power.

Cooperative League of the USA (CLUSA): CLUSA is establishing 400 artisan-producer co-ops, which will in turn own four marketing companies. The whole effort is designed to furnish employment to 60,000 Andean Indians whose handicraft production will have an annual value of $20 million. The four marketing companies will provide the mechanism for selling artisan products through retail outlets in Europe, the United States and elsewhere. Several large retail chains will feature these products in the United States. A New York showroom will promote public sales.

The Foundation for Cooperative Housing (FCH): The Foundation is promoting the development of cooperative housing in 11 Alliance countries. The first AID loan for a co-op housing program under FCH was approved for Honduras. FCH has also set up a co-op housing training course and is studying ways and means of producing 5,000 co-op housing units per year in any Alliance country.



POWER AND HOUSING form the backbone of the Alliance's effort to help Latin Americans help themselves. Above, members of the Santo Domingo Rural Electric Co-op in Ecuador hold an open air meeting to plan future uses for their vital electric power. Below, these residents of "President Kennedy Village" in Costa Rica pose proudly in front of their new homes, built with funds from a savings and loan co-op.

AFL/CIO investment

The American Institute for Free Labor Development (AIFLD): Under an AID contract AIFLD is organizing housing, credit and consumer co-ops in 20 Western Hemisphere countries. AIFLD has made extensive use of AID's all-risk housing guaranty program, through which some $50 million in AFL-CIO pension funds are channeled into housing mortgages for free trade unionists.

The National Farmers Union (NFU): Under its contract with AID the NFU has made it possible for about 160 young farm leaders from Latin America's rural areas to visit the United States for five-month study periods. They live on farms and learn first-hand about rural co-ops and community life. They receive formal classroom instruction at the University of Wisconsin and Jamestown College.

Colombian firm to buy bakery, confectionery and packaging equipment

The International Finance Corporation (IFC) is extending a $1 million line of credit to Industrias Alimenticias Noel, S.A. (NOEL), a leading food products manufacturer in Colombia, which is expanding and modernizing.

This is the first occasion on which IFC has provided financing in the form of a line of credit.

The growth in demand for NOEL products has led to plans for expansion. The company plans to purchase additional bakery and confectionery equipment and to install new packing machines in these departments.

New partnership role outlined for business at annual meeting of U.S. Chamber of Commerce

International sessions hear from officials of small, large companies, Commerce Department representatives

There was no room for timidity at international sessions of the 53d Annual Meeting of the Chamber of Commerce of the United States.

More than 3,500 delegates attending the April 25-28 event in Washington, D.C., showed appropriately strong confidence and determination, in view of the formidable challenges presented. These were reflected in phrases like the "ultimatum of our times," an "inventory of responsibilities" and the "battle of the deficit." In such a setting it was reassuring to hear from Cedar Falls, Ia., and Emporia, Kans., small businessmen offering personal testimony on how they succeeded against tough international competition.

C. L. Fontana of the Viking Pump Co., Cedar Falls, and Carl Didde of Didde-Glaser, Inc., Emporia, shared the platform at the international luncheon with Charles H. Percy, chairman of the Bell & Howell Co., Chicago.

True competition

The "ultimatum of our times," according to Percy, is the fact that freer trade is essential to "accelerated economic growth which is the natural result of true competition." The domestic market, he held, is "nothing more or less than the largest of many world markets," and U.S. failure to compete abroad will strengthen overseas competitors for penetration of the U.S. domestic market. Detailing the techniques of international marketing and diversification which Bell & Howell used to emerge from its post-war slump, Percy decried the "relative inactivity" of the U.S. business internationally and urged "tens of thousands of medium-size or small businesses" to recognize the "tremendous" potentials for growth overseas.

Speaking for the Viking Pump Co., winner of an "E" award for export excellence, C. L. Fontana, director, also spoke of the need for more of America's estimated 300,000 manufacturers to get into exporting, as his firm had during the past 10 years. Viking's flourishing international division, he said, accounted in 1964 for 10% of the company's total sales, and 50 of its 500 employees owed their jobs entirely to overseas business.

Contagious

"Exporting can be contagious," he added, citing the interest stirred in the Cedar Falls area by Viking's success—to the extent that area firms today export a range of products including pumps, farm machinery, portable elevators and hullers, golf-course equipment, highway and construction signals, and builders' hardware.

Kansan Carl Didde told the delegates that the Didde-Glaser printing equipment firm derives 40% of its annual $5 million-plus business from export trade in 26 countries—built up "by developing a team on both sides of the ocean," employing nationals of each country as distributors or representatives, and participating in Department of Commerce-sponsored trade fairs and European printing industry fairs.

Connor, Braderman talk

Secretary of Commerce John T. Connor addressed the policy-decision session on the convention's closing day. Hailing American corporations which have responded wholeheartedly to President Johnson's voluntary balance of payments program, he called the lack of fanfare attending this policy of selectivity in overseas investment "the highest compliment that the American people could pay to business," showing that the public is "coming to *expect* business to perform great acts of national service."

As a businessman and a public official, Secretary Connor continued, he felt it unfortunate that business had not participated in the past as importantly as it should have in the councils of the nation. Now, he said, the "inventory of responsibilities in which business is assuming a leadership role reads almost like a full listing of national objectives."

In concluding remarks Connor emphasized that he recognizes mutual obligations on the part of government and business—the duty of government to provide business with a climate of freedom and confidence encouraging the "invigorating competition of the open marketplace," and the duty of business to play a leadership role in support of the national interest around the world.

Eugene M. Braderman, director of the Bureau of International Commerce, addressed a breakfast gathering of convention delegates, citing evidence that the United States is now making gains in "the battle of the deficit."

"But even though we must restrain, temporarily, some capital outflows . . ." he added, "we are still determined to contribute to the industrial growth and economic well-being of the less developed countries in Africa, Asia and Latin America. This is one of our major national objectives in a world where the benefits of free enterprise are incompletely understood and appreciated."

New dimensions

At a roundtable discussion, "New Dimensions in Overseas Investments," Emilio G. Collado, vice president of Standard Oil of New Jersey, agreed that there has been strong business support of the balance of payments program, and said that "the inherent strength of the dollar is clearly apparent to the Europeans."

But he declared the program to be "very costly" in terms of delaying investments abroad and said it "couldn't be extended two or three years without serious consequences." Collado called for a sharpening of the American export effort which, while strong, is sometimes "very sloppy."

Fred C. Eaton, president of Sears Roebuck of Venezuela, described the climate and opportunity for U.S. investment in Latin America as "generally excellent."

Of a dozen Sears stores in Venezuela, 10 are managed by Venezuelans and the company deals with hundreds of Venezuelan firms to stock the shelves, Eaton said. He voiced the opinion that "the time is past" for U.S. firms to hold 100% ownership of foreign companies.

Sen. Jacob K. Javits suggested a review of tax and anti-trust laws affecting overseas business and called for an international monetary conference.

In answer to a question, Javits said "the improvement of relations with Soviet-bloc countries could continue" and that the United States "should not stand in the way of increased East-West trade by our allies in non-essentials."

World industrial conference slated

Some 500 executive officers representing business, industrial and financial organizations of the free world are expected to attend the International Industrial Conference in San Francisco Sept. 13-17.

Organized entirely under private auspices, the conference will be jointly sponsored by the National Industrial Conference Board (NICB) and Stanford Research Institute (SRI). Roger M. Blough, NICB chairman and U.S. Steel board chairman, and Dr. J. E. Wallace Sterling, SRI board chairman and Stanford University president, made the announcement.

Close attention will be given to industry-government relationships and shortcomings of economic planning, relationships between developed and developing countries, and problems and opportunities in the growing internationalization of business enterprises. Participants in the conference will be drawn from 60 nations.

Write: Stanford Research Institute, Menlo Park, Calif., or, National Industrial Conference Board, 845 Third Avenue, New York, N.Y.

Selling New York export market to be May 6 topic

"You don't need a passport, visas or shots to sell export orders in New York," the Machinery-Metals Export Club points out in announcing the subject of its May luncheon meeting at the Overseas Press Club in New York City.

The luncheon—at 12:30 p.m. on May 6, preceded by a reception at 11:45 a.m. —will feature a panel discussion on "Selling the New York Export Market." Panelists will be Grant S. Farquhar, Mobile Sales & Supply Co.; Theodore E. Lewis, Crane Co., and William O'Grady, H. K. Porter International.

Speakers will pinpoint ways of selling to prime prospects including international engineering firms, worldwide contractors, government and oil-company purchasing groups, buying houses, export houses, visiting overseas buyers, and consultants.

Estimating that "most companies do anywhere from 10 to 35% of their export business within the city limits," the Club expects the May 6 meeting to be particularly valuable for sales and marketing managers.

OFFICIAL, BUT NOT SOLEMN was the occasion as Commerce's Trowbridge (left) met Italian trade group.

Keen-eyed Italian meat-packers tour U.S., take searching look at technological innovations

Group invited to inspect leading U.S. companies' exhibits planned for July 10-18 IFFA exposition in Cologne, Germany

They found American-made pizza pie and spaghetti tolerable, but they were more interested in bacon slicers, pickle injectors, dehiders, hog neck breakers, wiener strippers, heat-shrinkable bags and the like.

With appetites for these things whetted by a 2½-week tour of the United States, a group of meat-packing industry leaders from Italy and Trieste stopped in at the Department of Commerce in Washington before going on to New York and then home again the last week in April.

Led by Giuseppe Villani, a spry 75-year-old meat packers association head from Modena, the group was welcomed on behalf of Secretary of Commerce John T. Connor by Alexander B. Trowbridge, Acting Assistant Secretary for Domestic and International Business. For most members of the delegation, this had been their first trip to the United States, and Trowbridge drew a chuckle when he told them that they had probably seen more of the country than he, who had been an overseas-assigned Standard Oil Co. of New Jersey official during the past 10 years.

What appears to have most impressed the group on their visits to plants and facilities in Chicago, Fort Wayne, Madison, Omaha, San Francisco, Atlanta and Greenville-Spartanburg was the sophistication of American automatic meat-packing equipment. Processing of hogs at the rate of 11,000 a day and of cattle at the rate of 500 a day was regarded by these eyewitnesses as signs of real know-how.

In addition to a stop at the Chicago packaging show of the American Management Association, the Italy-Trieste group visited facilities of Leon Sausage Co., W. R. Grace Cryovac Division, Peter Eckrich & Sons, Great Lakes Stamp & Manufacturing Co., Oscar Mayer & Co., Wilson & Co., Del Monte Meat Co., Jepsen Hotel & Supply Co., and typical U.S. supermarkets.

Nicholas Tassos, who will manage the July 10-18 U.S. exhibition at the International Meat Supply Industry Exposition (IFFA) in Cologne, Germany, was on hand in Trowbridge's office to engage in informal conversation with the visitors about matters of mutual interest. By coming to the Cologne exposition, he told them with a twinkle in his eye, they would not only be able to inspect the latest U.S. meat-packing equipment exhibited by a score of American firms, but they would also be able to quench their thirst in their traditional manner. "Both the new models and the Strega will be out," he smiled.

Signor Villani and his colleagues smiled back.

Detroit businessmen at all-day modernization conference; discuss newest competition overseas

Semon E. Knudsen of General Motors chairman of meeting called to consider need to improve profits, replace obselete

By EDDIE L. MADISON, JR.
Staff Writer

Nearly 300 business leaders attended a Detroit area conference on Industrial Modernization, a day-long meeting designed to help companies streamline their operations in order to increase their profits and compete with rising competition at home and abroad.

Leaders from government, business, and education participated in the conference which was held in Cobo Hall April 20. The meeting was sponsored by the Department of Commerce through the Business and Defense Services Administration (BDSA) and the Greater Detroit Board of Commerce.

Semon E. Knudsen, vice president of General Motors Corp., and general manager of the Chevrolet Motor Division, in his role as conference chairman, said a vigorous and healthy small and middle-size industry is absolutely essential to his concept of America.

"We are here to re-examine some of our concepts, to see whether they should be changed to bring about better profits. This is a great challenge. Let us simplify it by agreeing to limit our discussions today to matters which we, as management, can do something about, without negotiating with anyone else, without the need of new legislation or protection."

Price of survival

George Donat, BDSA Administrator, in the keynote address entitled "Detroit's Future—Modernization," told the businessmen that modernization is good business, "that indeed a continuous renewal of the business bloodstream via modernization is the price of survival and growth."

"Tomorrow's business will be the modernization business," added Donat. He described the following as challenges: "To design and mass produce better cities, to reduce the gap separating conditions of housing between the rich and the poor, to re-engineer plants so that their productivity remains ahead of our overseas competitors; and last but not least—to provide means of surface transportation as good or better than those available on the Tokkaido line in Japan or Sette Bello train in Italy."

Cleveland paint firm seeks out special needs

Sales program in 10 languages brings results in 50 countries

In an effort to expand their penetration of the export market, the Consolidated Paint and Varnish Corp. of Cleveland took a different approach to the problem of selling overseas.

According to Robert D. Deitz, president, they attempted to learn from prospective customers of their specific needs and requirements. Their sales campaign then was concentrated on the specialized need of their prospect.

It paid off in several ways. The firm tripled the export volume of its protective coatings and waterproof compounds. They scored breakthroughs in a highly competitive market by the development of specific coatings to meet specific needs. And they received a presidential citation and the "E" flag signed by Secretary of Commerce John T. Connor.

The Cleveland firm, which also operates two wholly-owned subsidiaries, Consolidated Paint & Varnish, Ltd., of Montreal, and Consolidated Inter-America Corp. at Cleveland, received the award at the Cleveland World Trade Conference.

Special recognition was paid to the company by Daniel L. Goldy, National Export Expansion Coordinator, when he presented the award on behalf of President Johnson. "These substantial achievements," he told the conference, "reflect credit on management, employees and the American free enterprise system."

Sells in 50 countries

Consolidated, founded in 1904, sells its complete line of protective coatings and waterproofing compounds direct to industry, institutions and governmental departments. The firm's world-wide sales organization consists of more than 500 representatives located in the U.S., Canada and more than 50 overseas countries.

The firm first established its export department in 1948. Since 1962 they experienced a rapid increase in exports which they attribute to dynamic new sales and merchandising policies, backed up to a large extent by the U.S. Government's export expansion program.

Their export department is headed by Ingrid M. Hyncik, whose educational background and foreign trade experience is typical of the personnel in her department. Miss Hyncik was born in Prague, Czechoslovakia and launched her translating and executive career in Colombia, prior to coming to Cleveland with Consolidated. Miss Hyncik speaks nine languages—Czech, English, French, Spanish, German, Italian, Portuguese, Polish and Russian.

Consolidated's unique approach to exporting is typified by their Goodyear Coffee Yards Coating, which was developed to facilitate the drying period of coffee on plantations in South America.

10-languages campaign

Consolidated boasts a vigorous promotional program in more than 10 languages, and includes brochures, catalog sheets, point-of-purchase aids, color cards, film strips and sound films, in addition to advertising in American and international publications. The wide variety of languages enables representatives around the world to penetrate territories outside of the heavily competitive and concentrated urban centers, thereby providing markets which are generally overlooked.

Through a network of warehouses and factory associates, prompt service is rendered to both U.S. and overseas customers. Examples of this are the warehouse in Liverpool and a contemplated warehouse in Germany. Under the improved delivery program, merchandise is on ships within three days after receipt of an order.

10 RULES TO FOLLOW

Exhibit success abroad

Overseas trade show is a major marketing media—but it must not be used wrongly

By PETER CORN

Peter Corn Associates, Inc.

Many export-minded sales executives are missing the boat by ignoring one of the world's major marketing media—or using it wrong.

I refer to the overseas industrial or trade show. U.S. companies all too often lose sales to overseas competitors on this single, uniquely sophisticated battleground. These are sales that, in many cases, can be made.

To show how, I have developed a series of 10 rules for companies planning to exhibit abroad. They are based on a quarter-century of experience in creating, executing and administering exhibit programs for domestic and foreign corporations and institutions.

Our exhibit agency, which does the same creative and administrative work for the three-dimensional medium that advertising agencies do for print and broadcast media, has tested each one of these basic rules. On the basis of sales, the most accurate criterion, they work. Here they are.

- **Show newest and best:** If you introduce a new product or development at home, don't expect to introduce it abroad a year or two later. You will often find something similar on the market there, sometimes in improved form. Remember, too, that European trade shows are generally more sophisticated than those at home. After all, Europeans have used exhibitions as a commercial selling medium since the Middle Ages.
- **Select right market:** If you need more information than you have about a specific nation, seek out its economic representative in the U. S. or abroad. There are numerous other sources: your foreign representative, if you have one, your exhibit agency, your trade association, international chambers of commerce and U. S. sources abroad.

It is also worthwhile to check with one of the 42 field offices maintained by the U. S. Department of Commerce, where a good deal of current data is available. (To stay current yourself, subscribe to the Department's weekly INTERNATIONAL COMMERCE.)

Don't forget that you and the U. S. government have a common interest in selling U. S. goods abroad. As a result, you will find Department of Commerce personnel most cooperative and helpful.

1. Show newest and best
2. Select right market
3. Check the show
4. Be ready to sell
5. Don't be ordinary
6. Speak their language
7. Detail all needs
8. Plan far ahead
9. Select good personnel
10. Promote, promote, promote

- **Check the show:** Before you commit your money, confirm your choice. If possible, visit the selected show in advance or send a trained and trusted representative to do so. There is no better way to gauge the physical character of the show, the nature of its audience and its level of business activity. In addition, this advance inspection provides invaluable insights for planning your exhibit. If time does not permit, talk with other U. S. companies that have exhibited at the show.
- **Be ready to sell:** Exposure is not enough. Visitors to trade shows come to buy as well as look. For an appreciable number of European companies, orders received at trade shows account for as much as 80% of total annual sales. Before you decide to exhibit abroad, therefore, make sure you can deliver and service your merchandise there.
- **Don't be ordinary:** Don't waste your money on an "ordinary" exhibit. Because European companies have had centuries of experience in exhibiting and because many allocate as much as 20% of their advertising and promotional budgets to trade shows, the competition is tough.

To succeed in Europe, your exhibit must be designed for its specific audience and must be excellent. Our country has architects, industrial designers and graphic artists who can match the best of Europe in exhibit work, but they have to be selected and guided with great care.

Awareness of exhibit design trends is vital, and they usually appear first abroad. Case in point: the utilization of the cube of the space in a booth, rather than just the back wall. In general, today's European exhibits are crisply modern and very well constructed. They tend to concentrate on hitting a limited number of sell-

the author

A veteran of more than 25 years in the exhibit and display fields, Peter Corn heads Peter Corn Associates, Inc., of New York City.

He is a former president of the Exhibit Producers and Designers Association, Inc.

Over the years he has produced exhibits for numerous Federal, state and municipal governments and agencies.

In the international field he has served as a consultant and exhibit producer for the Federal Republic of Germany, the government of West Berlin, the Benelux Nations and the government of Austria. He has also conceived and/or produced a wide variety of exhibits for the U.S. government and U.S. corporations for use throughout Europe, Latin America and other parts of the world.

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ing concepts, rather than trying to tell the "whole story."

Be sure to familiarize yourself with the rules of the show, which often deal at length with design. Foreign trade shows are usually more unified visually than their American counterparts. To achieve this unity, they often use such design features as color coding (by industry or nation), consistent typefaces and coordinated booth facades.

Not least important, consider "designing up" in a literal as well as figurative sense. European companies frequently build a second-floor office directly above their exhibit, providing the Very Important Privacy needed to close an important sale. Added advantage: no extra floor rental costs.

- **Speak their language:** Not all overseas businessmen speak English, and not all care to. Accommodate your prospect by telling your exhibit story in his own language. You will communicate more effectively and make friends at the same time, since relatively few exhibitors remember this detail. (It is a good idea to check your text with a national to assure correct idiomatic usage.) To be certain of being understood, it is never a mistake to provide texts in English and French.
- **Detail all needs:** Written design ideas and even renderings are insufficient to assure that construction will produce exactly the intended exhibit. As vital as this fact is at home, it is even more so abroad. Design must be reduced to comprehensive, detailed specifications—covering dimensions, materials, construction details and all other factors.

With certain glaring exceptions, Western European nations have capable exhibit construction firms. Where construction is relatively simple, it is usually most economical to contract with one of them. Even in this case, however, supervision should be close and continuous. This supervision should be performed by an exhibit agency or someone knowledgeable in the field.

Where an exhibit requires complex animation or critical graphic design, those portions should be built at home, where they can be inspected personally.

Be sure to check voltage, cycle and power supply available. (This rule obviously applies to electricity-using merchandise as well.)

- **Plan far ahead:** Complex problems of on-time exhibit design, construction and installation in the U.S. are magnified abroad. In addition, many important trade shows require pre-installation inspection and approval. It is costly and impractical to rush into a show.
- **Select good personnel:** Because overseas trade shows are selling as well as telling media, the character of your exhibit representative becomes critical. He should be an executive who can sell, a man with sufficient knowledge to tell the story and sufficient authority to negotiate or close. In the important shows, he will find top marketing officials manning nearby booths.

Obviously he should know the local language and customs. (General case in point: Go slow on first names.)

Many European shows tend to run longer than those at home, with the result that the pace is slower and more time can be spent with individual visitors. In addition to selling, this time can be used to gain detailed knowledge of the market.

Best, most expensive exhibit can fail if the man inside does not measure up.

- **Promote, promote, promote:** Make full use of such proved American techniques as pre-opening invitations to VIPs and advance advertising and publicity. Also, prepare your copy for the show catalogue with awareness that this document is frequently kept in the active files of purchasing departments. Last but not least: Organize and follow up your new sales leads.

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The Magazine for Meeting and Exhibit Planners
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Paris Air Show set next month; sales potential called greater than any other vertical display

37 U.S. firms to put forward latest product; civilian, military exhibits to show aerospace technology advances

"The magnitude of sales potential at the show is greater than that of any vertical exhibition in the world."

This is the way A. Roe Preston, Bureau of International Commerce special coordinator, described the Paris Air Show, scheduled at Le Bourget Airport June 11-20.

A single sale at this show to the military of any country, he said, could result in a dollar inflow in the millions.

The sales potential is the reason behind the enthusiastic effort being made by the United States aerospace industry and Bureau of International Commerce.

One million visitors are expected at the show. A total of 37 U.S. firms are participating and will put forward their latest products, including aircraft, helicopters and missiles.

U.S. exhibits, both civilian and military, are set up to show advances in aerospace technology. Static aircraft and space displays will be combined with flying demonstrations.

In addition to the 37 private industry efforts, the U.S. Army, Navy and Air Force will put about 40 aircraft and missiles on display and will give 19 flight demonstrations.

The Paris Air Show, which began in the pioneering days of aviation, has had a long career as the showcase of aeronautical progress.

The first show, in September 1909, included the best aviation had to offer—a Wright brothers biplane, a Farman, an Antoinette, balloons, and some monoplanes, triplanes and quadriplanes.

Star attraction that year was the aircraft flown across the English Channel from Calais to Dover the previous July. M. Louis Blériot piloted that craft on the first overwater flight in history.

The show became an institution and, except for taking some time off during World War I, was held every two years in the Grand Palais. World War II disrupted the event, then the first aircraft and engine exhibit took place in 1946.

Three years later, show officials decided they could no longer hold the displays in the Grand Palais since the new, advanced carriers were too large and numerous to be hauled through the Paris streets.

First the show was held at Orly Field, then transferred in 1953 to Le Bourget. In 1959, when rockets and spacecraft appeared at the show, a special hall was built to house them.

With the arrival of the Air Show, Paris becomes the temporary capital of the aeronautical and space world.

Additional information about trade fairs and trade center shows is available from the Bureau of International Trade Promotion, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Plan BIC

The Departments of Commerce and Defense will sponsor a Business Information Center at the Air Show.

It will serve to attract the customer and provide him every service along the path to possible purchase. The BIC will include a commercial library, offices for the U.S. Embassy commercial section, business transaction offices and a film and conference room.

Scheduled films will point up the overall theme of the U.S. display: "Aerospace U.S.A.—Quality Through Research And Development."

A FRENCHMAN WITH HIS DAILY BREAD gives the once-over to the Lockheed C-130 Hercules. The big craft will be among the exhibits of 37 U.S. firms at the Paris Air Show next month at Le Bourget Airport.

SMASH HIT

London engineering show

U.S. manufacturers at international exhibition drew buyers from all Western Europe

More than 300 directors from Britain's largest engineering and manufacturing firms were introduced to representatives of more than 100 U.S. firms participating in the London International Engineering Exhibition at the opening day reception April 21.

Nearly 24,000 prospective buyers saw the U.S. presentation during the first four days of the show. Forty-four exhibitors reported a total of $92,432 in sales during this period, with many of the U.S. firms withholding sales figures pending selection of local agents, U.S. Exhibit Manager Fritz Berliner reported in an April 26 cable.

Scene of the meeting was the giant 33,000 square foot exhibition area sponsored by the Bureau of International Commerce, with the assistance of the American Embassy in London. It was the largest overseas commercial engineering show in which the U.S. has officially participated.

Under Secretary of Commerce Clarence D. Martin Jr. flew over from Washington to officially open the U.S. exhibit, and many U.S. firms had company heads present for the affair. Keen interest in the U.S. show was demonstrated by both British and continental buyers in attendance.

The London Financial Times, in reporting the opening, led off their story with an extensive description of the U.S. exhibit, stating "The Americans seemed to have the edge in glamour."

The exhibition, which closed April 30, received extensive publicity in both British and Western European trade press, with the result that buyers from many nations were present.

MUSKEGON TOOL Industries exhibit featured a taped commentary for Capstan Lathe demonstrations which showed the firm's range of boring tools.

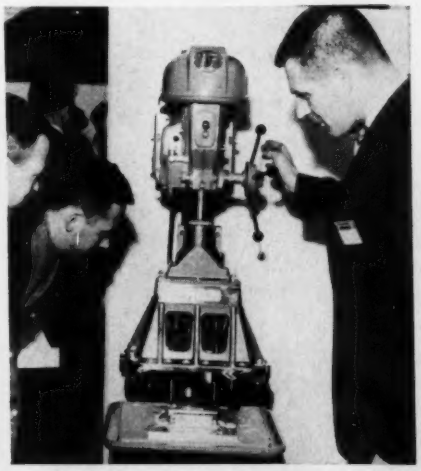
THE LORD MAYOR OF LONDON (center) stops on tour with U.S. exhibit manager Fritz Berliner.

JIFFY TOOL SUPPLY Co. president F. E. Bugher explains working of metal disintegrating machine.

AEROQUIP CORP. export sales manager D. Heeley discusses a hydrauliscope with two U.K. buyers.

BAUSCH & LOMB exhibit inspected by Lord Harold Collison (right), chairman, Trade Union Council.

VULCAN TOOL exhibit is visited by Under Secretary of Commerce Clarence D. Martin, Jr. (left).

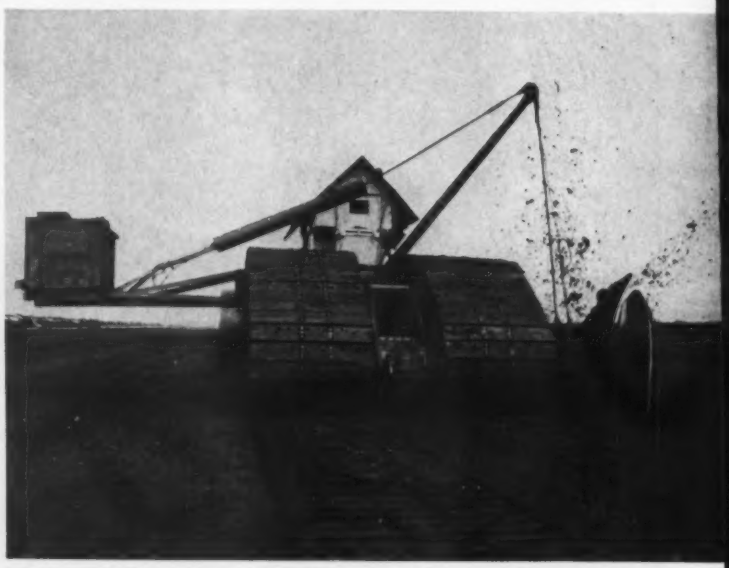


COMMANDER MFG. CO. demonstrated a multi-drill in booth at U.S. exhibition in London show.

COIL WINDING Equipment Co. President Howard George demonstrates for Lord Mayor of London.

G.S. EQUIPMENT Co. sales director Carel Neffenger explains his corrosion test cabinet to visitors.

DUMONT CORPORATION demonstrates an Arbor press for making keyways, as part of their exhibit.



WINDROWER collects the peat sod and forms it into windrows to speed the drying process (left), while at right a drainage machine's disc gouges out a ditch.

Ireland making more of the green, looks to expansive industries to maintain healthy growth rate

British import surtax is chief fly in Ireland's economic ointment; shipments from U.S. jumped 43% in '64; inflation threat eases

The Irish economy is expected to expand by another 4% during 1965, a growth rate which it has maintained since 1959.

The Government of Ireland's Second Program for Economic Expansion (1964-70) offers numerous opportunities for American exporters. The industrial sector of the economy is expected to provide the main impetus to economic growth during 1965. An annual growth rate of more than 7% is envisaged for industry, and U.S. exporters should concentrate on this area.

The industries which are expected to expand most rapidly in 1965 are: metals, engineering, and transport equipment (11%); chemicals and products (11%); clay products, glass, and cement (10½%).

New machinery and work methods have been introduced to many segments of Irish industry. As Ireland's export markets for manufactured goods expand, demand for modern machinery and equipment will continue to increase.

The construction industry is also expected to remain at a high pace. Activity during the first-half of 1964 was 20% higher than in the comparable period of 1963, but labor trouble in the last half of the year seriously affected output; it is estimated that the total 1964 increase was only 12% over 1963. Nevertheless, it is regarded as an encouraging performance and the outlook for 1965 is considered good. The continuing large volume of industrial, office, and private residential building should be maintained throughout 1965, and first steps will be taken to implement a major public housing program which involves almost doubling the rate of home construction in Ireland from about 7,000 to approximately 13,000 a year by 1970.

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Shannon River program

Another area of opportunity is the major drainage and flood control program for the Shannon River recently announced by the Government. It is estimated that the project will cost $65 million over an 11-year period, following three years of planning.

Although the Irish are optimistic about economic prospects for 1965, several clouds have appeared on the horizon.

The major problem facing the economy is the 10% (originally 15%) surtax on imports imposed by the United Kingdom. The levy affects about 20% of Ireland's total exports and hinders the expansion of Irish industry, which sends approximately 80% of its exports to Britain. Irish industry exports more than 25% of its output, so any change in

sales to Britain has far-reaching effects.

To offset any adverse effects, the Government of Ireland instituted several measures to assist industry, including payment of market development grants to compensate manufacturers for up to 50% of losses resulting from the levy; increased export promotion efforts; and a "Buy Irish" campaign intended not only to win consumer preference for domestic products over imports, but also to induce Irish manufacturers to improve their products, merchandising and packaging to compete better in both the domestic and export markets.

Bolster confidence

The effects of these measures cannot be judged for some time, but their prompt launching in November did a great deal to maintain an air of confidence about future Irish business.

Inflation threatened to be a serious problem through most of 1964. Prices rose between 8 and 9% during the year. However, inflationary pressures appear to have eased and the general feeling indicates that present price levels will be held throughout much of 1965.

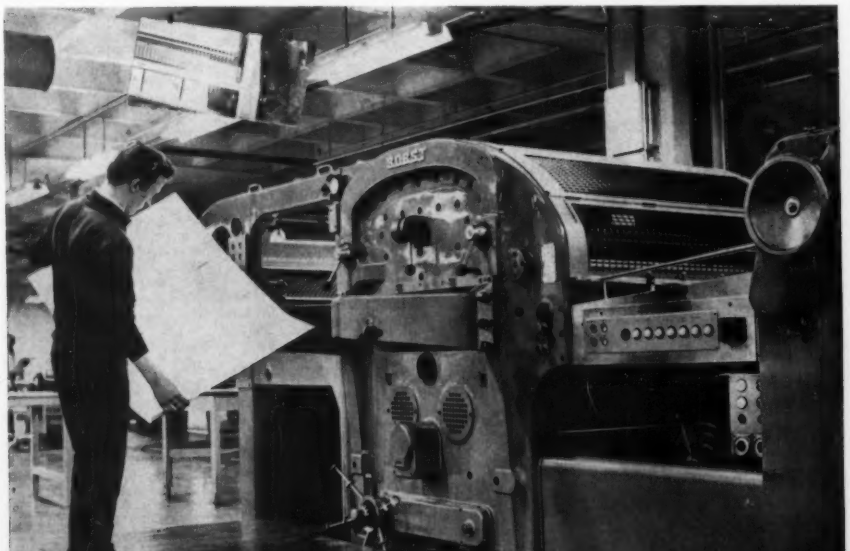
Ireland's 1964 imports totaled $972.2 million, an increase of 13% over the previous year. Although all major product categories showed increases, substantial gains were registered in machinery and transport equipment, and other manufactured items such as textiles; iron and steel products; paperboard and paper goods.

AMERICAN-MADE aircraft flying for the airlines of many different countries line up for refueling at Shannon International Airport, last European stopover for many U.S.-bound flights over the Atlantic.

Imports from the U.S. climbed to $73.7 million, up by 43.4%. Items showing substantial increases were cereals, aircraft, and machinery. West Germany (our main competitor, after the U.K.) continued to expand its Irish markets in increased competition with American products. Germany's 8% share of the market was almost the same as that of the U.S.

Total Irish exports for 1964 were up 13.7%, totaling $623.8 million. A primary factor for this increase was the sharp rise in sales of manufactured goods, especially metals, textiles, and clothing. Agricultural products also made a significant contribution to total exports.

The widening trade gap which characterized the first nine months of 1964 somewhat contracted in the last quarter of the year. The merchandise deficit, however, was still almost 13% greater than in 1963 and was the primary reason for the large current deficit on external account. The deficit, which is estimated at about $84 million for the year, is not expected to improve in 1965. At present, net inward movement of capital from abroad is adequate to finance the deficit.



WORKMAN PREPARING to operate a machine at the Hallmark Greeting Card subsidiary in Ireland.

LICENSING RIGHTS

Exclusive licensing rights sought for the manufacture and sale in Benelux of cakemixes; custard powder; jelly crystals; self raising baking flour; potato starch; cornflour; baking powder; icing sugar; wheat semolina; rolled oats and pudding powder.

Write: N.V. Fabriek van Meelproducten v/H Joh. B. Scholten, 288 Brouwersgracht, Amsterdam, Netherlands. WTD.

Hong Kong movie theaters are jammed; owners are happy

Six of top ten '64 films were American; quality improving

The movie industry may be sagging in some parts of the world, but in Hong Kong they've never had things so good.

Hong Kong is a theater owners' paradise. Attendance is extremely high because movie-going represents one of the few entertainment items the mass of the population can afford. In 1964 movie attendance rose to 90 million, an increase of 8% over 1963. This represents an average attendance of 24 times during the year for every person in Hong Kong. Film sell-outs are common in Hong Kong, even for mediocre films. The U.S. movie industry estimates that the average American sees about 13 movies each year.

The market for United States' films was very good during 1964, with one United States' film setting an all-time record for box-office receipts.

The United States submitted 151 feature films for censorship in Hong Kong during 1964, compared to 125 in 1963.

While there seems to be a slight trend in favor of the higher quality Mandarin films, American films should continue to have a good market in Hong Kong. Of the 10 biggest box-office hits in 1964, six were United States' feature films.

New theaters are constantly being opened, and there are no indications that the peak has been reached. There are about 80 theaters in Hong Kong, having a total seating capacity of 85,000.

During 1964 the Hong Kong movie industry produced 238 feature films compared to 263 completed in 1963. Although fewer films were produced, the quality, particularly in the Mandarin films, was reported to be somewhat higher.

Two leaders

The industry is dominated by the Colony's two large producers, Shaw Brothers and the Motion Picture and General Investment Company (MPGI), both of which have concentrated on Mandarin films. Cantonese films, which accounted for 73% of the films produced in 1964, are produced by a large number of small producers and are generally low-budget films having shorter theater runs.

Shaw Brothers has extended its facilities during the last several years, and now has 100 stars and 9 full-time script writers in its employ, and maintains a drama school for about 100 students. Shaw Brothers did well during 1964, and its top star won the best actress award at the Asian Film Festival in Taipei. MPGI, on the other hand, had a less successful year, apparently suffering from high costs and management problems.

WORLD TRADE WEEK, 1965

This year, World Trade Week will be observed throughout the country May 16-22. Chambers of commerce, trade organizations, civic groups are urged to plan special activities calling attention to the importance of international commerce.

ECSC coal imports likely to fall during 2d quarter

A recent European Coal and Steel Community press release predicts a slight decline in coal imports into the Community during the second quarter of 1965. Purchases for the quarter are forecast at 7.33 million metric tons, compared with total imports of 7.43 in the second quarter of 1964 and an estimated 7.45 in first quarter 1965.

Reduced purchases by Belgium, France and the Netherlands, are being only partly offset by greater Italian demand.

The origin of imports into the Community in thousands of metric tons during the second quarter of 1965 (comparable figures for 1964 in parentheses) are expected to be:

U.S., 4,800 (4,914); U.K., 920 (991); Poland, 475 (335); U.S.S.R., 750 (898); others, 385 (290).

'Aid India Club' makes annual pledges

Nations and World Bank make $1,027 million available for 1965-66

The international consortium of countries providing development assistance to India has pledged the equivalent of $1,027 million in aid during the 1965-66 Plan Year, the final year of India's Third Five Year Plan.

Members of the Consortium said that a substantial part of the aid should be in the form of non-project aid which could be used to finance imports required for the maintenance of the Indian economy. Up to one half of the aid pledged at the meeting may be in this form.

Stress was laid on the need for a continuous improvement in the terms of aid. Two thirds of the aid pledged for 1965/66 will consist of grants and low-interest loans with a life of 25 years or more.

Conditional

The pledges are conditional on continued progress in India's development and the availability of suitable projects for financing, as well as legislative approval in some nations.

Five-and-a-half billion in 5 easy pledges

($ million equivalent)

Consortium members	1961/62	1962/63	1963/64	1964/65	1965/66	5-year total
Austria	—	5	7	1	5	18
Belgium	—	10	10	—	4	24
Canada	28	33	30½	41	41	173½
France	15	45	20	20	20	120
Germany	225	139	99½	95	86	644½
Italy	—	53	45	36	36	170
Japan	50	55	65	60	60	290
Netherlands	—	11	11	11	11	44
United Kingdom	182	84	84	84	84	518
United States	545	435	435	435	435	2,285
World Bank and IDA	250	200	245	245	245	1,185
	1,295	1,070	1,052	1,028	1,027	5,472

U.S. investment backs Venezuelan housing project

Four insurance firms lend $8 million for apartment complex

Four U.S. insurance companies are investing $8 million in a Venezuelan apartment project to be constructed in Caracas.

The 772 apartment, nine-building complex will be built by a Venezuelan corporation, Inversiones Residenciales, S.A. (INRESA).

The U.S. firms participating in the project are New England Mutual Life Insurance Co., Boston; Guardian Life Insurance Co. of America, New York; Northwestern National Life Insurance Co., Minneapolis; and Bankers Life Co., Des Moines, Iowa.

The project will be located on a 4.2 acre site in the California district of Caracas, adjacent to an important industrial area. There will be four 22-story buildings, each with 88 apartments; three 18-story buildings, each with 90 units; and two 15-story buildings, each with 75 units.

The $8 million investment has received a 100% Agency for International Development guaranty.

A Venezuelan Government study has indicated a serious shortage of middle class housing in Caracas, estimated at between 20,000 and 25,000 units and growing at the rate of 6,000 units a year.

This pilot project is expected to demonstrate the value of small down payments and long term mortgage financing in meeting the need for middle class housing.

Individual apartments, of one to three bedrooms, will cost an average of $9,935. The buyer will make a 15% down payment on the purchase price. The remainder will be payable under a 20-year mortgage bearing 8.2% annual interest.

KNITTED WEAR

French manufacturer of knitted wear for men, women, and children seeks U.S. license to make similar products.

Write: Rosylon, 39 Ave. Garibaldi, Limoges, Haute-Vienne, France. WTD.

Denmark schedules removal of last import restrictions on industrial products

The Danish Ministry of Commerce plans to remove the remaining quantitative restrictions on industrial goods.

Denmark has reduced restrictions on imports of dollar goods gradually since 1954. The present plan will free the remaining industrial goods from all quantitative import license restrictions.

July 1, 1965—licorice (except licorice confectionery goods); granite in blocks and sheets, transmission and conveyor belting or rubber; tires and tubes for bicycles and bicycles with auxiliary motor; wallpaper; refrigerators with a volume of up to 200 liters, and parts; washing machines, household and commercial, and parts; gas meters and parts.

January 1, 1966—confectionery goods; dextrin and dextrin glue, soluble and roasted starches, glue containing starch; paving stones, curb stones, flagstones; friction materials, elevators and parts.

July 1, 1966—biscuits and rusks; wickerwork and other articles of plaiting materials; rubber footwear.

December 31, 1966—chocolate and chocolate goods, other food preparations containing cocoa; food preparations not elsewhere specified; monumental and building stones and articles thereof.

Imports to be registered

Iranian imports financed through bills of collection must now be registered with the Central Bank prior to shipment of the goods. Imports financed in this manner include raw materials, machinery, fertilizers and other essential goods.

Other goods whose importation is permitted must be imported through documentary letters of credit with stipulated advance deposits at the Central Bank.

The new regulation extends the registration requirement to all imports.

HOUSEHOLD APPLIANCES

Manufacturer of electric appliances, such as electric blankets (25% of French market), pliable heating elements for the refrigeration industry, for the protection of installations against freezing and for the horticultural industry (soil heating in hot houses) seeks license to make household appliances.

Write: French Commercial Counselor, 360 N. Michigan Ave., Chicago, Ill. 60601.

British firm gets back export rights

U.S. export privileges have been restored to Murphy Brothers, Ltd., of Thurmaston, Leicester, England, and P.J. Murphy, an official of the firm, against whom a two-year suspension order was issued by default last Dec. 22.

The 1964 action was taken against the Murphys by the Department of Commerce's Bureau of International Commerce (BIC) when the respondents failed to answer charges of illegally reexporting U.S.-origin tractors from England to Cuba.

The respondents have now presented evidence in mitigation of the violations, according to BIC. They have also expressed regret for their involvement in the transaction, and have given assurances of future compliance with U.S. export control laws.

The restoration of privileges is effective immediately, and persons may again export to respondents and otherwise deal with them in commodities and technical data of U.S. origin. The respondents have been placed on probation, and should they again violate U.S. export control laws, their export privileges may again be denied.

LICENSE WANTED

The largest New Zealand producer of standard domestic radios and TV sets which also makes wringer type washing machines, refrigerators; record players; transistor radios; tape recorders; bread toasters seeks license to make electronic organs; ½ and ¼ hp. fractional electric motors, blenders and food mixers, electric can openers and carving knives, small power tools and equipment, small farm and home garden tools and implements, or a range of U.S.-designed furniture.

Write: P. Proctor, Merchandising Mgr., Dominion Radio & Electrical Corp., 21 Huia Rd., Otahuhu, Auckland. WTD.

MATERIAL HANDLING EQUIPMENT

A metal-working firm which manufactures prefabricated buildings seeks an agreement with a U.S. firm to manufacture material handling equipment under license.

Write: Ateliers C.D. Castelle, 22 Premiere Ave., Zone Industrielle, Vitrolles, Bouches-du-Rhone, France. WTD.

Korea eases import restrictions, adopts fluctuating exchange rate

Number of products authorized for import is more than doubled; foreign exchange certificates now required on most transactions

Revisions in the Republic of Korea's Trade Program for the first half of 1965, implemented on March 22, incorporate important basic features of interest to the U.S. business community. The announcement coincided with implementation of a fluctuating or floating exchange rate, which will also affect U.S. businessmen.

The Korean Government simplified its restrictive import system by removing the export-import linking device, eliminating end-user sales contracts, and reducing the scope of its barter arrangements.

Conforming to a policy of gradually liberalizing foreign trade, the number of items authorized for import was increased by 737 to 1,431. Included in the total are 1,323 automatic approved items (including 54 AID- and 2 PL 480-financed); 89 partially-restricted items (8 of which are AID-financed); and 19 restricted items.

There are now 626 banned items, compared to the previous 628.

Automatic Approval items require no ministerial licenses or approvals. Applications for such imports are filed, together with bona fide supplier offers, with the foreign exchange banks, which "certify" the imports. Foreign exchange certificates equal to the value of the imports may be attached at this time, or when letters of credit are opened.

Recommendations needed

Partially restricted items require recommendations for import from pertinent ministries or other designated agencies. The application, submitted to a foreign exchange bank, must be accompanied by a supplier offer, the required recommendation, and a "proxy" import contract with the end-user. The foreign exchange certificate may be attached at that time or when the letter of credit is opened.

Restricted items are limited by quarterly import dollar amounts, and are processed in the same manner as partially-restricted items. However, import certification must be cleared by the Bank of Korea, which must certify that there is sufficient balance. In addition to quota restrictions, items in this group are subject to the recommendation of the pertinent Korean Ministries or subject to importation under contract with Ministry of Commerce and Industry (MCI)-approved end-users.

The Korean Government plans to maintain its list of prohibited imports, which are items not necessary to the national economy or produced in sufficient quantity domestically. The Korean Government maintains the right to withdraw automatic approval from any item it feels is being imported in unnecessary quantity.

The requirement of a Won deposit when making an import application has been abolished.

Guarantee system retained

Certain unlisted machinery items and other unlisted items will remain subject to prior import approval by the MCI. The foreign exchange payment guarantee system will be retained for imports of raw materials for export industries. Import approval applications with Won deposits, made prior to March 20, remain subject to the regulations prevailing at that time.

Although most items and procedures for pharmaceutical imports now are covered by these MCI regulations, the Ministry of Public Health and Social Affairs will retain its own Pharmaceutical Trade Plan.

The Republic of Korea put into effect a unitary fluctuating exchange rate on March 22, with 255 won to one U.S. dollar as a basic rate below which the rate cannot appreciate. There is no limit, however, on the extent to which the rate can depreciate by rising above the 255 won figure. This was the final step in a series of measures designed to arrive at a realistic exchange rate which began with a currency devaluation in May 1964.

In principle, the new system requires foreign exchange certificates for all foreign exchange expenditures except invisible transactions of less than $50. The certificates are generated or issued against almost all Korean exchange earnings from private sources and Supporting Assistance (SA) funds from the U.S. Agency for International Development (AID). Certificates are not issued, however, against surrender of exchange receipts by the UN/U.S. Forces, foreign tourists, or under Public Law (PL) 480 arrangements.

The Bank of Korea posts the initial selling rate for dollars each morning. It also is able to intervene in the exchange market through a special exchange market committee, but it will not attempt to counter fundamental trends in the market.

The adoption of the fluctuating exchange rate was contingent upon IMF approval of a stand-by arrangement which authorized drawings of up to $9.3 million by the Korean Government over the next 12 months. This arrangement will reinforce Korea's exchange reserves ($129.3 million at the end of February), and strengthen the new system.

Any drawings under this stand-by arrangement would constitute the first use by Korea of the IMF's financial resources.

Italy sets 1965 quotas for raisins, tetraethyl lead

Italy has opened 1965 quotas for raisins, for direct consumption, in packages of more than 500 grams but not more than 15 kilograms ($190,000) and soybean oil ($800,000)—both quotas open to the U. S. and certain other American, African and Asian countries; tetraethyl lead and anti-knock compounds based on tetraethyl lead (224 metric tons)—open to the U. S. and the U. K. only.

Must use local agent

New Government of Kuwait regulations going into effect May 28 require that all products imported in connection with Government tenders be imported through a Kuwaiti partner or agent. Kuwaiti importers wishing to participate in public tenders must be members of the Chamber of Commerce and Industry and registered with the Ministry of Commerce. According to the new regulation, Government Ministries will no longer purchase directly from foreign firms, but only from an approved list of local importers.

Honduran printer plans expansion; wants U.S. partner

One of Honduras' oldest and largest printing establishments and book binders seeks a joint venture with a U.S. firm to assist in its modernization and expansion program.

The U.S. collaborator would be expected to introduce modern printing methods, supply technical assistance and provide the necessary capital to purchase modern machinery.

A two color offset press with a capacity of 7000 sheets per hour, in sizes up to 65 cm. x 100 cm. is needed. The firm also requests a modern linotype machine, Ludlow system or similar equipment.

Growth of the school textbook program has greatly stimulated the firm's business. It currently processes an order for 250,000 text books and with only one other competitor in this field is assured of obtaining a fair share of the text book orders to be placed from governmental sources, estimated at over $2 million annually for the next few years.

Write: Jaime Lacayo Rosales, Mgr., Papeleria e Imprenta Calderon, S. de R.L., Apartado No. 9, Tegucigalpa, D.C., Honduras. WTD

Sudan Industrial Bank encourages U.S. investment

Investment opportunities in many industrial areas exist in the Sudan according to the Industrial Bank of Sudan.

The Bank is prepared to offer loan assistance on qualified projects presented by private firms. The broad categories of industries eligible for consideration by the Bank include food processing, leather, chemicals, fertilizers and lumber and wood products.

A complete list of individual industries eligible for loan consideration by the Bank can be obtained by writing to the address indicated by a star in the box under the heading "Investment Assistance". For further information concerning specific opportunities, **write:** Managing Director, Industrial Bank of Sudan, P.O. box 1722, Khartoum, Sudan.

Mexican textile finisher requests joint venture

A Mexican textile finishing firm now doing bleaching, dyeing, mercerizing stamping and napping for manufacturers of cotton fabrics seeks a joint venture with a U.S. firm interested in participating in the plant's modernization program.

Technical know-how and some dollar aid is expected from the U.S. firm.

Write: Central Acabadora, S.A., Km. 31 Carretera Mexico-Puebla, Edo. de Mexico, Mexico. WTD.

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

***WTD* indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Room 6059B, Department of Commerce, Washington, D.C. 20230.**

License proposal correction

An announcement in INTERNATIONAL COMMERCE, March 15, p. 48, quoted a Finnish firm's request for a license to manufacture small prefabricated houses of aluminum, steel or plastic to retail in Finland between $15,000 and $45,000.

The Finnish firm advises that due to a miscalculation in currency conversion these prices are incorrect and should read "between $1500 and $4500".

Write: S. Aittomaki Konetuote Oy, P. Espeanaadikatu 31A, Helsinki, Finland.

Pharmaceutical plant planned for Nepal

A Kathmandu importer of pharmaceutical products seeks a joint venture to manufacture pharmaceuticals in Nepal.

The project is reported to have the backing of the Royal Government. Total investment of approximately $600,000 is contemplated and the U.S. partner is asked to put up about $500,000 over three development stages of the project.

The first stage would call for about $200,000. Furnishing of technical know-how and managerial guidance would be an important part of the U.S. collaborator's participation in the venture. Promoters of the project reserve 25% of ownership. The proportion of U.S. ownership up to 75% would depend upon the amount of capital invested by the U.S. firm.

Site of the proposed plant is a 40-acre tract near the Royal Botanical Garden about 10 miles from the center of Kathmandu. Water and power is reportedly available. A plant of about 33,000 square feet is planned. Nepal is reportedly noted as a source of medicinal herbs which might undergo processing in the proposed plant.

Write: Gorakh Bahadur Shrestha, Rasausadhi & Co., 7/922 Maru Tole, Kathmandu, Nepal.

Brazilian distiller seeks U.S. technical assistance

A Brazilian firm, one of the largest in its field, manufacturing a diverse line of alcoholic beverages, seeks technical assistance from a U.S. manufacturer of blended corn whiskey.

U.S. participation would be on a fixed fee basis with arrangements to be worked out between the two firms.

The Brazilian firm has recently placed on the market a blended corn whiskey using raw whiskey purchased from distillers in Sao Paulo. However, in the near future the company plans to expand production and do its own distilling. With the aid of U.S. know-how it hopes to improve the product and be in a position to take some of the market from locally-made Scotch whiskey.

Write: Destilaria Medelin S.A., Avenida Presidente Vargas 417-A, 22° andar, Rio de Janeiro, Brazil. WTD.

English, Spanish, Finnish producers seek U.S. licensees

A manufacturer in the United Kingdom seeks a U.S. licensee to produce its small universal jig boring and milling machine; from Spain comes an opportunity to manufacture under license a portable heater; and a Finnish firm seeks U.S. licensees to produce its line of sport shirts.

For additional information including the names and addresses of the foreign licensors, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number.

United Kingdom

An English manufacturer of machine tools would like to have its small universal jig boring and milling machine manufactured under license in the U.S. The company claims that 14 years spent in producing, modifying, and improving the machine have brought it to a near perfect unit. It sells in the U.K. for $1155, and with a full set of accessories, the price is $1700.

The manufacturer reports that its machine has been specifically designed to meet the demand for an inexpensive precision machine, for accurate positioning of holes and for all types of light work. It incorporates the features of a jig boring and vertical milling machine with the advantages of a swiveling head, compound slides and scales, and rotary table. This is claimed to permit many commonly-encountered combinations of straight, angular, and radial operations to be simply performed with little or no preparation or ancillary equipment. **File 1321.**

Spain

A Spanish manufacturer offers a license to a U.S. firm for production of its portable heating device (patented in the U.S.) with many consumer and commercial applications. It can be used for heating platters and other household containers, heating food shelves or counters in restaurants to maintain temperature of cooked food, and drying clothes in bathrooms in hotels, motels and homes.

The heater consists of two plastic sheets, grooved to accept heater element, joined together to form a sandwich. No special machinery or skill is required to manufacture. **File 1322.**

Finland

Encouraged by its success in Europe, a Finnish textile mill offers a license for the U.S. production of its sports shirts that were especially designed for the Continental taste. The shirts include ones with a bold design of wide vertical or horizontal stripes offering a variety of collar styles. **File 1323.**

LICENSES

A leading manufacturer of telephone instruments and equipment for postal authorities and railways is interested in obtaining licenses for hydraulic servo valves; control and regulating instruments and equipment for the petrochemical industry; and heating and air-conditioning equipment for industry and prefabricated housing.

Write: Hagenuk vorm. Neufeld & Kuhnke GmbH, Westring 431-451, Kiel, Germany. WTD.

EQUIPMENT

Manufacturer of motor parts and equipment for use in the automotive industry and pipe hangers and fasteners for the chemical industry and power plants is interested in broadening its production by adding additional products in this field to its program and manufacturing them under license of U.S. firms.

Write: Mersch & Biebighaeuser, 10 Kaempchenstr. 567 Opladen. Germany. WTD.

GAS APPLIANCE CONTROLS

Manufacturer of oil regulators, controls and other appliances seeks license to make U.S. gas appliance controls.

Write: V. Glutz-Blotzheim Nachfolger A.G., 4500 Solothurn, Switzerland. WTD.

FEEDSTUFF

Manufacturer of milk-equivalent for suckling calves seeks an agreement with a U.S. firm to manufacture feedstuff under license.

Write: Etablissements Charbonnier, B.P. #5, Yzeure (Allier), France. WTD.

ORGANIC CHEMICALS

Manufacturer of surface active agents and amide waxes seeks license to make organic chemicals which would have specialized outlets.

Write: Glovers, (Chemicals), Ltd., Wortley Low Mills, Whitehall Rd., Leeds 12, England. WTD.

Guatemalan consulting firm seeks joint venture partner

The American owner of an agricultural consulting service in Guatemala City wants a U.S. partner to invest in the service on a joint venture basis.

The firm operates a technical advisory service specializing in tropical agriculture. It serves agriculturists and industrialists whose industries depend upon agricultural produce, as well as individuals or groups seeking basic information before developing new agricultural areas.

Plans for the venture call for incorporation of the consulting service with an authorized capital of $300,000. Of this amount, 60% would be subscribed by the existing company and local stockholders, with the remaining 40% open to subscription by the U.S. partner.

Write: Richard N. Quast, Hemco, Consultores Agricolas, Edificio Panamericano, 13 Calle 6-77, Zona 1, Apartado Postal 1677, Guatemala City, Guatemala. WTD.

Mexican requests license to manufacture clothing

A Mexican firm is interested in obtaining a license from a U.S. manufacturer to produce men's and children's clothing, using the brand name and styling of the U.S. company.

The firm is located in an important commercial section of Mexico City and has been a manufacturer, wholesaler, and retailer of clothing since 1953. Clothing is subject to import controls, imposed by the Mexican Government to protect local manufacturers. Details on the proposal are to be worked out between the parties, preferably on a royalty basis.

Write: Gabriel Sefchovich, General Mgr., La Surtidora, S.A., Av. Anillo de Circunvalacion No. 212, Locales 10 y 11, Mexico, D.F., Mexico. WTD.

TRANSISTOR RADIOS

Joint venture sought with U.S. firm to manufacture transistor radios, for which self-owned eight-storied new factory building with about 17,000 sq. ft. to each floor can be made available.

Write: Viking Enterprises, Anson House, 7th Fl., C, 13-19 Lock Rd. Kowloon, Hong Kong. WTD.

SAW BLADES

Manufacturer of carbide tipped circular saw blades seeks cross-licensing arrangement with U.S. counterpart.

Write: Ingenjorsfirman Nordland, Mjolby, Sweden.

Fruit processing venture in Brazil needs U.S. help

A U.S. controlled international firm with a multi-plant Brazilian operation is evaluating establishment of a new fruit processing plant in Brazil under its diversification program.

The firm would be willing to accept financial participation in the venture from an experienced U.S. food processor, but is interested primarily in discussing the furnishing of technical manufacturing know-how and international marketing connections (excluding the U.S.) in exchange for a purchasing priority on the projected plant's production.

Tentative planning for the venture includes an initial product-line of frozen orange juice concentrate for the international market and bottled lemon juice and lemon oil for the domestic and export markets.

Later plant diversification could add grape, pineapple, tomato and other fruit and vegetable products to the line.

Write: Byron McCroskey, Caixa Postal 128-07, Copacabana, Rio de Janeiro, Estado de Guanabara, Brazil.

Finnish firm seeks license for construction machinery

A Finnish importer and manufacturers' agent dealing in wood processing machinery, tools, tractors and other products seeks a license to manufacture construction equipment and machinery and other building components.

The company is particularly interested in "fastening, seaming and other necessary machinery and equipment utilized in the construction of multi-story concrete apartment houses."

Interested U.S. firms should submit their proposals, accompanied by descriptive brochures, directly to Konetuote Oy, P. Esplanaadikatu 31A, Helsinki, Finland, WTD.

Pakistani firm makes joint venture proposal

A Pakistan firm which has been granted a license to import broad jute looms and allied jute machinery valued at approximately $550,000 for the production of carpet backing material requests a joint venture with a U.S. firm.

The Pakistani firm prefers that U.S. collaborator supply the authorized factory equipment on a deferred payment basis along with technical know-how and marketing advice. If this plan is not suitable to U.S. partner, firm is willing to negotiate a mutually acceptable arrangement.

Write: Ruby General Industries, 601 Qamar House, Bunder Rd., Karachi, Pakistan. WTD.★

Honduran project needs U.S. know-how, capital

The Honduran Government's official development bank would like an experienced U.S. canner to participate in a joint venture to establish a fruit processing plant on the north coast of Honduras.

Local capital reportedly is already being raised for the project. Management and technical know-how along with financial participation is requested from the U.S. partner.

Citrus fruits and pineapple—fresh, frozen, canned and in juice concentrate—are planned as chief production items. Inducements to a U.S. firm interested in the venture are reported to include low cost land, a plentiful supply of low cost labor, good transportation and the complete absence of any restrictions on remittance of dividends, interest, royalties or repatriation of capital.

Write: Industrial Development Division of the Banco National de Fomento, Comayagüela, D.C. Honduras.

KNIT GOODS, FOUNDATION GARMENTS

A spinning, weaving and dyeing mill, producing sleepwear, table cloths and bed linens, desires to utilize its excess plant capacity for the production of knit goods and foundation garments under license of U.S. manufacturers.

Write: Coesfelder Weberei, Inh. Grevener Baumwollspinnerei AG, Postfach 44, 442 Coesfeld, Germany. WTD.

U.S. LICENSING RIGHTS

Manufacturer of automotive and industrial lubricants, polishing and anti-corrosion products, spark-plugs, special industrial ceramics, flexible tubes, is interested in U.S. licensing rights to manufacture products related to rust-prevention, anti-corrosion, electro-polishing and metal-finishing.

Write: J. M. Vacher & Cie ("Labo-Industrie"), 1 rue Lavoisier, Nanterre (Seine), France. WTD.

Saudi Arabian construction needs U.S. collaborator

A Saudi Arabian general merchandise importer, wholesaler, retailer and service contractor seeks a joint venture with a U.S. engineering and construction firm.

The main purpose of the proposed new enterprise would be to seek Saudi Government construction contracts for development projects such as city sewage, drinking water networks, airports, roads and communication projects.

Technical know-how, technicians and dollar capital is required of the U.S. collaborator, with the Saudi firm providing local skilled and unskilled labor and other necessary services and help.

Write: Nassir Hazza & Bros., P.O. box 12, Al-Khobar, Saudi Arabia. WTD.

Mexican firm wants U.S. help in expansion venture

A license or joint venture is sought by a Mexican firm experienced in the manufacture of dies, precision instruments, alarm clocks and metal consumer products to expand into the production of industrial measuring instruments, gasoline pumps and meters, metal watch bands and toy mechanisms.

The firm says it has a number of trained technicians, a well-equipped tool shop, varied types of production machinery, including 70 presses ranging from one to eighty tons, and a new 50,000 square feet plant capable of extension to 85,000 square feet.

Write: Industria Mexicana de Relojes, Aparatos e Instrumentos de Precision, S.A. (IMRAIP), Av. Madero No. 16-20. Pisco, Mexico, D.F. WTD.

EQUIPMENT, MACHINERY

Licensing rights sought to produce mining equipment and machinery, bulk materials handling equipment, as well as special industrial equipment such as machines for the manufacture of cables, paper making machines and other large units.

Write: Societe Stephanoise de Constructions Mecaniques, S.A., 2 rue Achille, Saint-Etienne (Loire), France. WTD.

YARNS

Manufacturer of manila hemp, rope, sisal and manila yarns, twines and ropes would like an agreement with a U.S. firm interested in manufacturing in Europe and which would have use for its yarns.

Write: F. Vermeire-Hellebaut N.V., 70 Damstraat, Hemme, Belgium. WTD.

Iraq drug agency wants to buy pharmaceuticals

The General Drugs & Chemicals Imports and Distribution Co. (KIMADIA), British Bank of the Middle East Building, Bank St., Baghdad, has issued Tender No. PHARM/8/65, with a bid deadline of May 15, for a substantial quantity of pharmaceutical preparations in tablet, injectable and ointment forms, as well as certain miscellaneous products. Copies of the list of products may be obtained on a loan basis by firms domiciled in the U.S. from the Chemicals and Allied Products Division, Business and Defense Services Administration (6260), Room 4421, Department of Commerce, Washington, D.C. 20230. (Telephone: 202 WO 7-3394.

Desired items include: acetylsalicylic acid, 0.5 gm. B.P., 2,000 tins of 1,000 tablets each; acetylsalicylic acid compound (A.P.C.), 2,000 tins of 1,000 tablets each; aneurine hydrochloride (Vitamin B_1), 100 mg. B.P., 600 tins of 1,000 tablets each; aneurine compound strong (Strong Vitamin B Complex) B.P.C., 600 tins of 1,000 tablets each; codeine compound B.P., 500 tins of 1,000 tablets each; digoxin, 250 mcgm. B.P., 500 tins of 100 tablets each; ephedrine hydrochloride 0.03 gm. (gr. ½) B.P., 2,000 bottles of 100 tablets; ipecacuanha and opium (Dover's powder) B.P., 2,000 tins of 1,000 tablets; isoniazid 100 mg. B.P., 500 tins of 1,000 tablets each; phthalylsulfathiazole 0.5 gm. B.P., 300 tins of 1,000 tablets each; potassium chlorate 0.3 gm. B.P.C., 1,000 tins of 500 tablets each; quinidine sulfate, 200 mgm. B.P., 300 tins of 100 tablets each; soda mint B.P., 1,000 bottles of 1,000 tablets each; stilbesterol 5 mg. B.P., 600 bottles of 1,000 tablets and 25 bottles; sulfadiazine 0.5 gm. B.P., 1,000 tins of 1,000 tablets; sulfaguanidine 0.5 gm. B.P.C., 1,000 tins of 2,000 tablets each; sulfathiazole 0.5 gm. B.P.C., 1,000 tins of 2,000 tablets each; and trisulfonamide (triple sulfa) 0.5 gm., 1,000 tins of 2,000 tablets each, containing 0.185 gm. sulfadiazine, 0.185 gm. sulfathiazole, and 0.130 gm. sulfamerazine.

Pharmaceuticals in injectable form include: adrenaline 0.001 gm. in 1 ml. B.P.; aneurine hydrochloride (Vitamin B_1) 100 mg. in 1 ml., B.P.; ascorbic acid (Vitamin C) 100 mg. in 2 ml. B.P.C.; and dextrose in various solutions; ergotamine, B.P.; heparin, morphine sulfate; pethidine hydrochloride; and procaine hydrochloride, all in substantial quantities.

Biological products such as diphtheria antitoxin; diphtheria tetames pertussis prophylactic; typhoid paratyphoid A & B Vaccine (T.A.B.) and various types of insulin injections.

KIMADIA also wishes to purchase certain miscellaneous products, including: asthma cigarettes, 500 boxes; baby cough syrup; prickly heat powder and talc powder (fine) for babies; belladonna, adhesive porous plaster; cod liver oil capsules; halibut liver oil capsules B.P.; and various other vitamins in capsule form; also caster oil; chewing gum laxative, sugar coated; eye drops of sulphacetamide; ichthammol pessaries B.P.C., each containing ichthammol in glycerine mass; milk of magnesia (Cream of Magnesia) B.P.; zinc oxide ointment B.P.; penicillin lozenges B.P.C.; sodium bicarbonate B.P.; and toothache tincture.

Germany to authorize microfilming of records

A draft law will amend the West German Commercial Code (Handels-Gesetzbuch) to permit the commercial records required by the Code and the Ordinance Regarding Federal Levies (Reichs-Abgabenordnung) to be kept on microfilm was passed by the Economics Committee of the Bundestag on April 8. It is believed that the bill will be finally approved by the Bundestag (Lower House) and the Bundesrat (Upper House) within a few weeks.

Although the practice of keeping commercial records on microfilm has been accepted for some time by German authorities, the official authorization of this method should expand the market for microfilm recording equipment and microfilms in West Germany.

NATO outdoor lighting project in Italy open to U.S. bidders

The Italian Ministry of Foreign Affairs has announced a NATO project open to U.S. firms eligible to participate in NATO International Competitive Bidding (ICB).

Project No. 219 designated "NATO POL system in Italy" calls for installation of outside lighting at all the depots and pump stations to meet current NATO criteria. Expected cost: Lire 49,120,000. (1000 lire = $1.60).

Requests for bidding invitations must be received on a specially-designated form by the Ministero Difesa-Aeronautica, Dirizione Generale Demanio, Ufficio Studi, 1a Sezione, Rome, Italy, not later than May 7.

Further information regarding eligibility for NATO International Competitive Bidding and the Italian Ministry's specially-designated form is available from BDSA's Trade Opportunities Staff, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: WO 7-4674, area code: 202).

Greek broadcasting firm to buy 220-meter mast

The Hellenic National Broadcasting Institute (HNBI), has issued a call for tenders to supply, install, erect, tune, and test a complete mast radiator, approximately 220 meters high, with the required aerial matching circuits and accessories. The mast will replace the former mast at Boyati (about 17.5 miles northeast of Athens), which failed.

The Boyati transmitter has a power output of 150 kw. at 728 kc/s.

The bid deadline will be announced.

Copies of the specifications are available at the offices of HNBI, at Paleon Patron Germanou St., No. 7, Athens, Greece.

Loan copies of the specifications are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Room 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202 967-4036.

UN asks for tenders on locomotive, cars track for Philippines

The United Nations is asking for bids on one three-ton storage battery locomotive, 50 mine cars and approximately 60 mt. of 30 lb. steel rail for early delivery to the Philippines.

The locomotive is to be 24" gauge, flameproof with a 900 lb. drawbar pull. It is to have a speed of five km. per hr., two motors, a five speed controller plus reverse and magnetic brakes.

The locomotive must also have a handbrake, sanders, headlights, and be delivered complete with a 48 or 96 volt battery. A spare battery, selenium rectifier, charging stand, and spare parts for two years are also required.

The 50 mine cars also are to have a 24" gauge and a capacity of 900 liters (32 cu. ft.). The body should be welded to the chassis and of tapered design for easy stacking. The chassis is to be of structural steel with buffer, steel couplings and chain links. 12" cast steel wheels, tapered roller bearings, and grease seals are called for.

With the 60 tons of track are the necessary track fittings and fixtures such as angle bars, bolts, spikes, frogs and switches.

The bid deadline date is May 20, and an early delivery date may be a factor in awarding the contract.

The bidder must submit detailed specifications of the equipment offered and the United Nations will require an acceptance option valid for 90 days after opening date of bids.

Write: D. Hussey, United Nations, Purchase and Transportation Division, Rm. 2152, New York, N.Y. (Telephone: 212-Plaza 4-1234, ext. 3637, reference Invitation No. PHI/65/5).

Food preparation equipment wanted in South Africa

The State Tender Board, P.O. Box 371, Pretoria, has issued Tender No. SAP 218 for one vegetable mincing machine, one machine for tenderizing meat, one machine for peeling potatoes (floor type), one machine for peeling potatoes (bench model), one machine for slicing meat and bread, one electric potato chipper, one mixing machine and one circular meat saw. Bid deadline May 12.

Specifications are available on a short term loan basis to firms in the U.S. from the GIEC Division, BDSA-6320, Dept. of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-5589).

Chile invites bids on equipping dairy plant

The Chilean Development Corp., 80 Pine St., New York, N.Y. 10005, invites bids for the supply and installation of all machinery, equipment and services for the dairy plant in Ancud, Chile. Bid deadline is Aug. 5.

Copies of the specification are available from the Chilean Development Corp. at the above address; or on a short term loan basis from the GIEC Division, BDSA-6320, Dept. of Commerce, Washington, D.C. 20230, Telephone: 202-WO 7-5589.

Spain invites bids to build $58 million Seville-Cadiz canal

Spain's Director General of Ports and Maritime Standards invites bids on the planning and construction of the $58.3 Seville-Bonanza Navigation Canal connecting Seville with the Atlantic Ocean at the Gulf of Cadiz. It will parallel for approximately 42.5 miles the east bank of the Guadalquivir River between Seville and Bonanza.

This canal will accommodate vessels with up to a 30-foot draft, and will be approximately 131 yards across the top, 66 yards wide at the bottom, and 11 yards deep.

The deadline is 11 a.m., Nov. 30 for submitting bids accompanied by a bidders guarantee of U.S. $833,333 in cash, Spanish Public Debt Bonds or bank warranty.

Documents, plans and bid presentation details may be examined at the above agency, or are obtainable for U.S. $834 per set from the Agency at Ministerio de Obras Publicas, Planta 5a, Madrid, Spain.

Translated copies of the Invitation are available for loan to interested firms in the U.S. from the Building Materials and Construction Industries Division, Room 4014, BDSA (6460), U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3601).

Indian microwave system bid deadline extended

The Chief Signal and Telecommunication Engineer, Western Railway, India, has announced that the bid deadline for Tender No. S&T/12 (see INTERNATIONAL COMMERCE, April 19, p. 45) has been extended until June 30.

The tender notice calls for furnishing and installing an 18 hop 7 Gc/s microwave system with an ultimate 60 channel capacity on the Broada & Ratlam Division of the Western Railway.

Copies of the tender notice may be obtained from the Office of the Chief Signal and Telecommunication Engineer, New Churchgate Station Bldg., Churchgate, Bombay, India.

A loan copy of the tender document is available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. (Telephone: 202 967-4036).

South African road project

Construction firms are invited to bid on South Africa's Cape Province road construction. The work will include sub-grade, subbase, base-course, bituminous surfacing and supplementary works of approximately 38.6 miles on Trunk Road No. 1 between Kuruman and Sishen.

The bid deadline is May 11 on Tender No. M. 2/19/65.

Write: The Chairman, Provincial Board, Provincial Bldg., Wale St., Cape Town.

A copy of the general conditions is available, on a loan basis, to firms located in the U.S. from the Building Materials and Construction Industries Division, Room 4014, BDSA (6460), U.S. Department of Commerce, Washington, D.C. 20230 (Telephone: 202-967-3601).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

SWEDEN—Soybeans. AB Karlshamns Oljefabriker (manufacturer, wholesaler), Karlshamn. WTD 4/5/65.

012 Fruit, Vegetable Farms

ENGLAND—Seeks agency or will purchase for principals all types of fresh fruits, fresh vegetables. Wildenberg & Co. Ltd. (importers, commission merchants, brokers), 5 Bedale St., London, S.E.1. WTD 4/4/65.

013 Livestock Farms

ALGERIA—Baby chicks for breeding, raising; requests replies in French. M. Bouchafa Belkacem, Depute-Commissaire, O.N.R.A. (government agency), Lot. Lavigerie, El Harrach, Alger.

LIBYA—Wishes to import 500 head of calves, with milk teeth, for meat production, weight from 250 to 350 kg. each. Also wishes to import 300 head of calves monthly, from 30 to 90 days old, milk fed only. Clemente Halfon (importer), P. O. Box 751, 81 Suck el Turk, Tripoli. WTD 2/23/65.

019 Commercial Farms

FRANCE—Horticultural specialty crops: bulbs, florists' greens, herbs, mushrooms, flower seeds, sod crops. Ets Georges Delbard (importer, wholesaler, retailer, agent), 16 Quai de la Megisserie, Paris 1er. WTD 2/17/65.

201 Meat Products

FRANCE—Meat flour. Indos (importer, wholesaler, agent), 3, rue de Choiseul, Paris 2e. WTD 7/2/64.

SWEDEN—Cut beef, by-products. Genco AB (wholesaler), Lilla Nygatan 2, Goteborg C. WTD 4/5/65.

203 Canning, Preserving Foods

GREECE—Canned meat, fish. Importer-distributor-sales agent requests replies from manufacturers and/or exporters with cif Piraeus price quotations. Direct purchase and/or agency. "Aristotle J. Thalassinos" Co., Sitia, Crete Island. WTD 4/12/65.

SPAIN—Canned vegetables, fruits, fruit juices, fish, meat products, other canned or bottled products, frozen foods, for sale in supermarkets. Particularly interested in products not yet represented in Spain. Direct purchase and agency. Frigorificos Espanoles, S.A. (importer, wholesaler, agent), Paseo de Calvo Sotelo 27, Madrid. WTD 3/26/65.

204 Grain Mill Products

FRANCE—Complete feedstuff for livestock. Scoritoma S.A. (agent, importer, wholesaler), 22, Bld Gallieni, Villeneuve-la-Garonne (Seine). WTD 7/30/64.

Feed ingredients and adjuncts (except oil meals and grain). Direct purchase and agency. Compagnie Rousselot (manufacturer, importer, wholesaler), 50, rue Boileau, Paris 16e. WTD 6/25/64.

Raw materials for livestock feed. Union-Proteine (wholesaler, importer, manufacturer), Franklin Bldg., 32 rue Pierre Brossolette, Le Havre (S.M.). WTD 10/23/64.

Alfalfa flour; cereals. Indos (importer, wholesaler, agent), 3 rue de Choiseul, Paris, 2e. WTD 7/2/64.

206 Sugar

GERMANY—Liquid refined sugar, best quality, 200 tons. Berliner Kindl Brauerei AG (manufacturer), 26-80 Rollbergstrasse, 1 Berlin 44. WTD 8/5/64.

207 Confectionery

HONG KONG—Confectionery, packed in tins, such as biscuits, toffees, chocolates. L. Jibsen and Co., 306 Kwong On Bank Bldg., 137-141 Queen's Rd., Central, P.O. Box 13013, Hong Kong. WTD 8/16/63.

208 Beverage Industries

MALAYSIA—Orange, grape, lemon flavors; powdered form. Metro International Corp. (advertising agent), Rm. 1204 2nd Fl., Salengor Mansion, Kuala Lumpur. WTD 2/15/65.

209 Food Preparations

FRANCE—Soybean cakes. Indos (importer, wholesaler, agent), 3, rue de Choiseul, Paris, 2e. WTD 7/2/64.

Soybean oil; cottonseed oil; for use in manufacturing vegetable ghee. Sheikh Fazal Rehman & Sons, Ltd. (manufacturer), Industrial Area, Mumtazabad, Multan, West. WTD 2/26/65.

SWEDEN—Soybean and cottonseed oils. AB Karlshamns Oljefabriker (manufacturer, wholesaler), Karlshamn. WTD 4/5/65.

220 Textile Mill Products

FRANCE—Fabrics for women's clothing: cotton, wool, silk, synthetic. Direct purchase and agency. Simon Goldstein (importer, wholesaler, agent), 154 Bld. Magenta, Paris 10e. WTD 2/25/65.

Fabrics of all kinds, particularly cotton, artificial fiber materials, for ready-made clothes. Direct purchase and agency. Manufacture de Vetements Hess & Cie. (manufacturer, wholesaler), 6 Rue Gisors, Boite Postale 171, Metz, Moselle. WTD 1/27/65.

GERMANY—Textile fabrics of all kinds for manufacture of ladies' dresses, ladies' suits, ladies' coats; direct purchase and/or agency; price quotations cif European ports. Gustav Gassel (importer, wholesaler), 34 Kreuzstrasse, 48 Bielefeld. WTD 4/7/65.

MOROCCO—Synthetic, artificial raw fibre, such as nylon, dacron, viscose, acetate, rayon to be transformed locally into yarn; direct purchase and agency. Quotations Casablanca. Herbert Selkowitsch (importer/agent), 26 rue Mostafa el Maani, Casablanca. WTD 4/22/64.

SWEDEN—High- or medium-priced fabrics for women's dresses. AB Fasilko (manufacturer), Almedalsvagen 1, Goteborg S. WTD 4/7/65.

221 Broad Woven Fabric Mills, Cotton

MALAYSIA—Plain, woven, yarn dyed, printed cotton fabrics for men's, women's wear. Importer, exporter, wholesaler, indent agent requests replies from manufacturers/suppliers with price quotations cif Singapore; samples. Direct or agency purchase. F. R. Mangharam, International Corp., 81-A High St., P.O. Box 1229, Singapore. WTD 4/29/64.

222 Broad Woven Fabric Mills, Man-Made, Silk

MALAYSIA—Rayon, rayon/dacron blended fabrics for men's, women's wear; dacron/wool, other blended men's suitings. Importer, exporter, wholesaler, indent agent requests replies from manufacturers/suppliers with price quotations cif Singapore. Samples requested. F. R. Mangharam, International Corp., 81-A High St., P.O. Box 1229, Singapore. WTD 4/29/64.

NORWAY—Nylon, similar fabrics for umbrellas. A. J. Bennetter A/S (manufacturer), 24 Rosenkrantzgaten, Oslo. WTD 8/23/63.

225 Knitting Mills

HONG KONG—Nylon stocking for women. Dah Fung Trading Co., 905 Man Loong House, 611 Nathan Rd., Mongkok P.O. Box 8861, Kowloon. WTD 2/17/65.

228 Yarn, Thread Mills

GERMANY—Synthetic yarns for use in the manufacture of knit-goods such as jersey fabrics, sweaters, requests price quotations cif German or Dutch ports. Frey & Co. (distributor, importer, exporter), 54 Hofaue, Postfach 135, 56 Wuppertal-Elberfeld. WTD 3/26/65.

MOROCCO—Synthetic yarns such as nylon, dacron, all sizes, colors. Direct purchase and agency; quotations Casablanca. Herbert Selkowitsch, (importer/agent), 26, rue Mostafa el Maani, Casablanca. WTD 4/22/64.

229 Textile Goods

HONG KONG—Textile fabrics, including fancy materials, woolens, silks, rayon-brocades, mohairs, Dacrons for men, women. Emanson Co. (importer, exporter), P.O. Box 8448, Kowloon. WTD 2/12/65.

230 Apparel

FRANCE—Men's, women's, children's outerwear, underwear, all types; cotton, knitted novelties, accessories. Direct purchase, agency. Manufacture de Vetements Hess & Cie. (manufacturer, wholesaler), 6 Rue Gisors, Boite Postale 171, Metz, Moselle. WTD 1/27/65.

MALAYSIA—Readymade garments—underwear, outerwear for men, women, children; knitted cotton children's wear: Importer, exporter, wholesaler, indent agent requests replies from manufacturers/suppliers with price quotations CIF Singapore. Direct or agency purchase. F. R. Mangharam, International Corp, 81-A High St., P.O. Box 1229, Singapore. WTD 4/29/64.

233 Women's, Misses', Juniors' Outerwear

GERMANY—Women's outerwear such as dresses, coats, suits, skirts, blouses, price quotations cif German or Dutch ports requests replies in German. Willy Gutkowski (agent), 60 Koenigsallee, 4 Duesseldorf. WTD 3/26/65.

Two to three thousand ladies' suits (skirts, jackets) per month; direct purchase and/or agency. Price quotations cif European ports. Gustav Gassel (importer, manufacturer, wholesaler, retailer), 34 Kreuzstrasse, 48 Bielefeld. WTD 4/7/65.

239 Fabricated Textile Products

FRANCE—Tablecloths, other fabricated textile products. Direct purchase, agency. Manufacture de Vetements Hess & Cie. (manufacturer, wholesaler), 6 Rue Gisors, Boite Postale 171, Metz, Moselle. WTD 1/27/65.

SWEDEN—Hat findings, trimmings, linings. AB Oscar Wigen (manufacturer, wholesaler), Tranas. WTD 4/6/65.

249 Wood Products

PAKISTAN—Electric poles. Direct purchase, agency. Cimex Corp. (importer, distributor), Gardee Gardens, Napier/Thornton Rd., Lahore. WTD 12/30/64.

251 Household Furniture

VENEZUELA—Ironing tables, metal. Distribuciones Nacionales y Extranjeras, C.A. "DISNAECA" (importer), Apartado 2304, Caracas, Misterio a Cuartel San Carlos 10, Caracas. WTD 4/7/65.

252 Office Furniture

FRANCE—Modern-style office furniture; direct purchase and agency. Meubles Arbey S.A. (manufacturer, wholesaler, importer), 80, rue du Faubourg Saint-Antoine, Paris, 12e. WTD 2/24/65.

262 Paper Mills Products

FRANCE—Kraftliner, special wet strength paper suitable for use in production of corrugated cartons, cardboard of good quality. Requests replies in French Papeteries & Cartonneries Lacaux Freres (manufacturers), 6 Impasse Saint-Exupery, Limoges, Haute-Vienne. WTD 4/12/65.

HONDURAS—Bond Paper, 60-g. weight, 80 to 100 tons per year. Imprenta y Encuadernacion Bulnes (printing shop), 6a Avenida No. 433, Comayaguela, D.C. WTD 4/2/65.

263 Paperboard Mills

MALAYSIA—Cardboard, price quotations cif Singapore. Firm requests samples. Wong Hung Fee, Weng Fung & Co., 6-B Upper Hokien St., Singapore 1. WTD 1/22/65.

264 Converted Paper, Paperboard Products

ENGLAND—Pressure sensitive (self adhesive) materials for general industrial use and for labeling. Direct purchase and agency. Ticket Services, Ltd. (manufacturers), 22 Duncan Terrace, London, N.1. WTD 4/2/65.

MALAYSIA—Wallpapers with decorative designs, western or oriental; vinyl, cloth, paper. Prices must be competitive. Metro International Corp. (advertising agent), 1204 2nd Fl., Selangor Mansion, Kuala Lumpur. WTD 2/15/65.

PAKISTAN—Boxed stationery, all types. Ferozsons, Ltd. (importing distributor), 60 The Mall, Lahore, West. WTD 12/28/64.

272 Periodicals

GERMANY—Secondhand science periodicals—runs, sets, volumes. Dr. Martin Saendig OHG (importer, exporter, retailer, printer), 6200 Wiesbaden, Gustav-Freytag-Strasse 5. WTD 4/12/65.

PAKISTAN—Magazines, all kinds. Ferozsons, Ltd. (importing distributor), 60 The Mall, Lahore, West. WTD 12/28/64.

273 Books

MEXICO—Technical books for translation, publishing. Ingenieria de Mexico, A. C. (manufacturer, importer, exporter, wholesaler, retailer), Cincinnati No. 87-3, Mexico, D.F. WTD 12/15/64.

PAKISTAN—Technical, professional; text books; children's; mail order, book-club, general books. Ferozsons, Ltd., 60 The Mall, Lahore, West. WTD 12/28/64.

All preserved speciments; charts for physics, chemistry, biology, physiology, health, hygiene, malarial, nuclear, atomic weights. Reezan Trading Co. (importing distributor), 32 Maslagan Rd., P.O. Box 1, Lahore, West. WTD 4/6/65.

274 Publishing

MALAYSIA—Printed cards, except greeting cards: price quotations cif Singapore. Firm requests samples. Wong Hung Fee, Weng Fung & Co. (importer, exporter, wholesaler), 6-B Upper Hokien St., Singapore 1. WTD 1/22/65.

PAKISTAN—Maps, charts, globes. Ferozsons, Ltd. (importing distributor), 60 The Mall, Lahore, West. WTD 12/28/64.

275 Commercial Printing

MALAYSIA—Calendars; requests price quotations cif Singapore; catalogs and samples. Wong Hung Fee, Weng Fung & Co. (importer, exporter, wholesaler), 6-B Upper Hokien St., Singapore 1. WTD 1/22/65.

PAKISTAN—Playing cards, paper, plastic washable. Ferozsons, Ltd., 60 The Mall, Lahore, West. WTD 12/28/64.

277 Greeting Card Manufacturing

MALAYSIA—Greeting cards; all kinds; requests price quotations cif Singapore; catalogs and samples. Wong Hung Fee, Weng Fung & Co. (importer, exporter, wholesaler, printer), 6-B Upper Hokien St., Singapore 1. WTD 1/22/65.

PAKISTAN—Christmas, New Year, birthday greeting cards. Ferozsons, Ltd. (importing distributor), 60 The Mall, Lahore, West. WTD 12/28/64.

278 Bookbinding, Related Industries

MALAYSIA—Diaries: requests price quotations cif Singapore; catalogs and samples. Wong Hung Fee, Weng Fung & Co. (importer, exporter, wholesaler), 6-B Upper Hokien St., Singapore 1. WTD 1/22/65.

281 Industrial Chemicals

AUSTRALIA—Vitamin additives; synthetic sugar; food flavor bases. Bevan Harris, Keith Harris and Co. (importer, wholesaler, manufacturer), 7 Sefton Rd., Thornleigh, N.S.W. WTD 3/10/65.

BRAZIL—Methyl bromide, sodium fluoroacetate (1080) in bulk; for use in warehouses, other storage facilities; price quotations CIF Rio de Janeiro. Companhia Brasileira de Armazenamento-CIBRAZEM (government agency), Rua Araujo Porto Alegre 70, 8° andar, Rio de Janeiro ZC-P. WTD 4/7/65.

FRANCE—Fine chemicals for laboratories. Guichard, Chatenay & Cie., (wholesaler), 26 Rue Vavin, Paris 6. WTD 11/25/64.

● **KOREA**—Sodium hexameta phosphate, 67% P_2O_5, 7 mt.; sodium carbonate, calcined, 20 mt.; trisodium phosphate, up to 18.2% P_2O_5, 16 mt.; permutit R.S.—300 liters. Tender No. KFX-5031-N, bid deadline May 13. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202 WO 7-2008).

General line of chemicals, organic, inorganic. Direct purchase and agency. Bando Trading Co., Ltd. (importer, exporter), I.P.O. Box 1899, Seoul.

Natural, synthetic organic dyestuffs; dyestuff auxiliaries. Direct purchase, agency. Heung Il Trading Co., Ltd. (importer), Rm. 308, Mum-han Bldg., 40 Pukchang-dong, Choong-ku, Seoul; or I.P.O. Box 1318, Seoul. WTD 2/26/65.

PAKISTAN—Chemical materials for leather tanning, glassmaking, ceramics, pharmaceutical industries. Direct purchase, agency. Cimex Corp., Ltd. (importer, distributor), Gardee Gardens, Napier/Thornton Rd., Lahore. WTD 12/30/64.

Ammonium sulfate, copper sulfate, nickle sulfate, gamaxine, DDT. Reezan Trading Co. (importing distributor), 32 Maclagan Rd., P.O. Box 1, Lahore, West. WTD 4/6/65.

Ammonia 880, inking in solution, stopping out solution, howtar etch. Ferozsons, Ltd. (importing distributor), 60 The Mall, Lahore, West. WTD 12/28/64.

Chemicals as used in teaching laboratories up to masters degree classes and in industrial research work. Reezan Trading Co. (importing distributor), 32 Maclagan Rd., P.O. Box 1, Lahore, West. WTD 4/6/65.

● **TURKEY**—Hydrogen cyanide, 1,500 kg., for use on vessels to exterminate insects, rodents. Tender No. 965/3022, bid deadline May 11. Malzeme Mudurlugu, Denizcililik Bankasi, T.A.O., Bahcekapi, Istanbul (Materials Purchasing Dept., Turkish Maritime Bank).★ (Telephone: 202—WOrth 7-3910).

Vinyl acetate monomer; potassium persulphate; hydrogen peroxide; sodium penta chloro phenate; dodecyl mercaptan; polyvinyl alcohol; dibutyl phthalate; Triton X 200 (emulgator); hydroxy ethyl cellulose (cellulosize); formic acid; alcilaril sulphonate (Santomerse); caustic soda; butyl carbitole acetate; ethyl exil acrilate; Tergitol NP 40; Tergitol NP 35; Tergitol NP X; butyl acrilate; acrosol; antifoam. Polisan Polivinilasetat Kimyevi Maddeler Sanayii A.S. (manufacturer), Hurriyet Caddesi No. 1, Kagithane, P.K. 1104, Istanbul. WTD 6/22/64.

282 Synthetic Materials

AUSTRALIA—Cross-link polyurethane. Noel Burchmore, Durabel Products (manufacturer), 98 Parramatta Rd., Granville, N.S.W. WTD 2/24/65.

SYRIA—Urgently needs raw material for plastic factory; polystyrene resins. Manufacturer, wholesaler, and exporter of plastics products requests quotations, payment terms cif Latakia port. Tawfiq Wazzaz, General Mgr. Kanjan Bros. Co., P.O. Box 712, Wazir St., Aleppo. WTD 8/25/61.

283 Drugs

● **CEYLON**—Two separate tenders covering following pharmaceutical preparations: aluminum hydroxide B.P., 3,000,000 tablets in screw-capped bottles of 500 tablets; phenoxymethyl penicillin B.P., 125 mgm. (penicillin V), 3,500,000 tablets in wax corked screw-capped bottles of 1000 tablets; and imipramine (N (Y-Dimethyl-aminopropyl)-Iminodibenzyl Hydrochloride) 25 mgm., 1,200,000 tablets (sugar coated) in bottles of 200 tablets. Bid deadline May 25. Insulin zinc suspension B.P., 10 cc., 40 units per cc., 150,000 rubber capped multidose vials in boxes of 100 vials; injection of insulin B.P., 10 cc., 80 units per cc., 20,000 rubber capped multidose vials; and injection of insulin B.P., 10 cc., 40 units per cc., 15,000 rubber capped multidose vials. Bid deadline June 8. Chairman, Tender Board, Director of Health Services, No. 355 Deans Rd., Colombo 10.★ (Telephone: 202 WO 7-3394).

FRANCE—Veterinary pharmaceutical preparations; direct purchase, agency. Compagnie Rousselot (importer, wholesaler, manufacturer), 50, rue Boileau, Paris, 16e. WTD 6/25/64.

PAKISTAN—Acetic acid glacial, phosphoric acid 85%, acetone CP, butyle acetate, butyle alcohol, ethylene glycol, propylene glycol, phenol U.S.P., phthalic anhydride, tulol, xylol, potassium bichromate, sodium bichromate, calcium hypochlorite, sodium hydrosulfate, zinc oxide U.S.P., titanium dioxide, alkaloids, antibiotics, hormones, nutritional products, vitamins, nicotonic acids. Reezan Trading Co. (importing distributor), 32 Maclagan Rd., P.O. Box 1, Lahore, West. WTD 4/6/65.

Serums, blood derivatives, diagnostic reagents. Ajmal Bros. Corp. (importer, distributor), Opposite Masjid Pipal Vehra, Alamgir Market, Lahore. WTD 4/9/65.

284 Soap, Detergents, Cleaning Preparations

FRANCE—Disinfectants; deodorants—household insecticides; household rat killers. Direct purchase and agency. Labo-Chimie-France, (wholesaler, agent), 16 rue Auguste Metivier, Paris 20e. WTD 2/25/65.

MALAYSIA—Cosmetic products, all kinds. Prices must be competitive. Metro International Corp. (advertising agent), Rm. 1204, 2nd Fl., Selangor Mansion, Kuala Lumpur. WTD 2/15/65.

PAKISTAN—Soap, toothpaste, nail polish, eye shadow cosmetics, rouge, talcum powder, lipsticks, perfumes. Ferozsons, Ltd. (importing

distributor), 60 The Mall, Lahore, West. WTD 12/28/64.

285 Paints, Varnishes, Lacquers, Enamels

● **CEYLON**—Coach paints, allied products, 6425 imp. gal., interior, exterior, various colors. Tender No. S/GT/331/64, bid deadline May 19, 10 a.m. Ceylon Transport Board, Kirula Rd., Narahenpita, Colombo.★ (Telephone: 202 WO 7-3512).

287 Agricultural Chemicals

FRANCE—Agricultural pesticides, ratkillers, weedkillers, disinfectants. Direct purchase and agency. Labo-Chimie-France (wholesaler, agent), 16 rue Auguste Metivier, Paris 20e. WTD 2/25/65.

Agricultural fertilizers; agricultural pesticides; soil conditioners. Union-Proteine (importer, wholesaler, manufacturer), Franklin Bldg., 32 rue Pierre Brossolette, Le Havre (S.M.). WTD 10/23/64.

PAKISTAN—Insecticides, fungicides for industrial use. Reezan Trading Co. (importing distributor), 32 Maclagan Rd., Lahore, West. WTD 4/6/65.

289 Chemical Products

BRAZIL—Rust preventive compounds, special metal coatings for construction: requests price quotations CIF Rio de Janeiro and catalogs; direct purchase and agency. Nobel Engenharia, Ltda. (manufacturer's representative), Avenida Rio Branco 156, 9° andar, Grupo 918, Rio de Janeiro, ZC-21. WTD 4/7/65.

ITALY—Printing inks, photosensitive solutions, other products used in silk screen printing process, especially for printing on plastics: mat inks, enamels, fluorescent inks, transparent inks, inks for plastic materials, transparent bases, blending products, solvents, thickeners, retarders, thinners, fixing agents. Direct purchase, agency. Requests replies in Italian or French. Livio Rossari (importer, manufacturers' agent), 25 Via Fontebuoni, Florence. WTD 2/17/65.

MALAYSIA—Printing inks: requests replies from manufacturers/suppliers with price quotations cif Singapore. Wong Hung Fee, Weng Fung & Co. (importer, exporter, wholesaler), 6-B Upper Hokien St., Singapore 1. WTD 1/22/65.

MEXICO—Acetaldehyde. Quimica Simex, S. A. (wholesale agent), Calle "E" No. 22, Col. Modelo, Naucalpan de Juarez, Edo. de Mexico. WTD 3/3/65.

PAKISTAN—Arc lamp carbon for use in photographic printing. Ferozsons, Ltd. (importing distributor), 60 The Mall, Lahore, West. WTD 12/28/64.

Printing ink, all colors. Ferozsons, Ltd. (importing distributor), 60 The Mall, Lahore, West. WTD 12/28/64.

306 Fabricated Rubber Products

● **COSTA RICA**—Rubber hose, 50 mm. i.d., 73 mm. o.d., in 20 meter lengths, to transport concrete at high speeds. Tender No. 1218, bid deadline May 19. Instituto Costarricense de Electricidad (I.C.E.), Apartado XXXII, San Jose. Correspondence preferred in Spanish. Specifications in Spanish.★ (Telephone: 202-WO 7-3381).

SWITZERLAND—All kind of rubber goods for industrial use, i.e. conveyor belts, v-belts, fan belts, transmission belts, tubes and belts in general, rubber wear for mines; industrial rubber goods; antivibration goods; rubber boots, gloves; hoses (fire, wire, suction, air, acid, discharge); direct purchase and agency. Tegum A. G., (importer, representative, distributor), Kanzleistrasse 126, POB 344, 8036 Zurich. WTD 2/15/65.

307 Plastic Products

GERMANY—Plastic products of every sort for industrial use or for sale to retailers. For own account or as agent in Germany, France. Saar—Plastik GmbH (manufacturer, exporter, sales agent), 6691 Winterbach/Saar. WTD 3/18/65.

HONG KONG—Used and scrap P.V.C. vinyl bags. Dah Fung Trading Co. (importer, exporter), 905 Man Loong House, 611 Nathan Rd., Mongkok P. O. Box 8861, Kowloon. WTD 2/17/65.

PAKISTAN—P.V.A. sheeting for use in button making industry; transparent plastic sheeting for painting signs. Value $3000. Afrasia (Pakistan) Representatives (importer, distributor), Ramgali No. 3, Brandreth Rd., Lahore. WTD 4/9/65.

311 Leather, Tanning, Finishing

HONG KONG—Industrial (transmission) belts used by textile spinning, weaving mills, preferably to act as exclusive distributor in Hong Kong. T. Ming (Hong Kong) Co. (importer, exporter), 59-65 Pak Tai St., Second Fl., Flat "B", Kowloon, Tong Lu Mansion, To Kwa Wan, Kowloon, Hong Kong. WTD 4/7/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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322 Glass, Glassware

PAKISTAN—Beakers, flasks-measuring; boiling, round and flat bottomed; jars—round and rectangular; filtering, distilling apparatus, burettes, plain, micro. Reezan Trading Co. (importing distributor), 32 Maclagan Rd., P.O. Box 1, Lahore, West. WTD 4/6/65.

326 Pottery, Products

● **BURMA**—8 sets urinal slabs, white vitreous glazed fireclay: 3′ 6″ high x 10′ 0″ long overall including 2 return ends 3′ 6″ high x 1′ 10″ projection, and related installation items. Tender No. 78/CS/64-65/GOVT, deadline May 10. Divisional Mgr., Construction Stores No. 1 Division, People's Stores Corp., 77/91 Sule Pagoda Rd., Rangoon. Cable: GOVSTORES.★ (Telephone: 202-967-3601).

327 Concrete, Gypsum, Plaster Products

PAKISTAN—Cement pipes; terrazo tiles. Direct purchase and agency. Cimex Corp., Ltd. (importer, distributor), Gardee Gardens, Napier/Thornton Rd., Lahore. WTD 12/30/64.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

INDIA—2 to 3 tons of Kieselguhr for manufacture of purifying mass for purification of acetylene gas. Specifications: Silicon content: above 90%; Should be calcined and be made as light as possible; Moisture not more than 5%; Loss on ignition 5%; Paste formation index: 9.0-10.5; Bulk volume (No. Tapping) 150-190 in/lb; Total density (bumped) 210-250 gm/lit. Aims Oxygen, Pvt., Ltd., (manufacturer), Padra Rd., Baroda 5, Gujarat. WTD 8/28/64.

PAKISTAN—Vinyl asbestos floor tiles, 6″ x 6″, round corners, color white; ceramic wall tiles. Reezan Trading Co. (importing distributor), 32 Maclagan Rd., P.O. Box 1, Lahore, West. WTD 4/6/65.

Fuller's earth, ground and treated, for use in manufacturing vegetable ghee. Sheikh Fazal Rehman & Sons, Ltd. (manufacturer), Industrial Area, Mumtazabad, Multan, West. WTD 2/26/65.

331 Steel Mill Products

BOLIVIA—Corrugated steel in quantity of 5000 kilos each of numbers 26, 28, and 30. Dimensions needed are 2.45 meters length by 80 cm. width; requests replies in Spanish. Ferreteria Borda Reyes (importer, exporter), Casilla 21, Tarija. WTD 3/9/65.

● **BURMA**—Bars and structural shapes, 64 items. Tender No. 74/CS/64-65/GOVT., bid deadline May 10. Division Mgr., Construction Stores No. (1) Division, People's Stores Corp., 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

● Pipe, fittings: 200 ft. 4″ dia. Tender No. 76/CS/64-65/GOVT., bid deadline May 10. Divisional Mgr., Construction Stores No. (1) Division, People's Stores Corp., 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202 WO 7-2363).

● **GREECE**—Bars (flats, round, squares), angles, sheets, plates. Various quantities, sizes. Tender No. 7122, bid deadline May 11. Hellenic State Railways (SEK), Purchasing and Stores Dept., 34 Themistocleous St., Athens.★ (Telephone: 202 WO 7-2363).

● **KENYA**—Steel tires for various classes of locomotives, to B.S.S. Tender, Circular No. 24. Tenders invited from actual manufacturers only. Application for tender documents must be made by May 14 to The Overseas Purchasing Division, East African Railways and Harbours, P.O. Box 30540, Nairobi.

● **PAKISTAN**—Boiler, flue tubes for steam locomotives: 7550 required. Tender No. PIL/20/1-65, bid deadline May 13. Drawings, specifications can be obtained on application only from Chief Controller of Purchase, P.W. Rly. Headquarters, Empress Rd., Lahore, at the cost of $1.26 and $0.42 respectively. Cost of Tender Form, $3.15.

Ms angles, ms sheets, ms galvanized sheets, ms plain and corrugated sheets, steel billets, steel beams rolled, tin ingots, copper tubes, zinc sheets 8′ x 4′ x 10′; swg, copper ingots, and rods, brass bars high tensil. Reezan Trading Co., 32 Maclagan Rd., P.O. Box 1, Lahore, West. WTD 4/6/65.

Tinplates, 1000-1500 tons annually, for use in manufacturing 5, 10, and 37-lb. cans. Sheikh Fazal Rehman & Sons, Ltd. (manufacturer), Industrial Area, Mumtazabad, Multan, West. WTD 2/26/65.

Pig iron, foundry type, 1000 tons; M.S. billets, SAE 1020, 1025/BSS 15, 2000 tons; M.S. blooms, forging quality, 500 tons; for use in own factory. M.S. plates; ⅛″, ¼″, 5/16″; 8′ x 3′ and 8′ x 4′; 100 tons. M.S. sheets, 20-28 gauge, 8′ x 3′ and 8′ x 4′; 100

tons. Ahmad Bakhsh & Bros. (manufacturers), 22 Brandreth Rd., Lahore, West. WTD 4/9/65.

● **UGANDA**—Steel tires for locomotives to B.S.S. Quantity not available. Tenders invited from actual manufacturers only. Application for tender documents must be made by May 15 to East African Railways and Harbours Overseas Agents, 4 Millbank, London, S.W.1. (U.K.). Reference Circular No. 24 of Requirements to be Purchased Overseas.

332 Iron, Steel Foundries

BOLIVIA—Galvanized pipe in the following sizes, quantities: ½ in.—4000 lineal meters; ¾ in.—1500 lineal meters; 1 in.—500 lineal meters; 1½ in. 500 lineal meters; length of each pipe should be 6 meters; requests replies in Spanish. Ferreteria Borda Reyes (importer, exporter), Casilla 21, Tarija. WTD 3/9/65.

● **GUATEMALA**—Cast iron pressure pipe, fittings, flanges for Water Supply Program. Tender No. 21-TF-27-1-65, deadline 9 a.m., May 20. Complete specifications available for $5. (INFOM) Instituto de Fomento Municipal, 6a. Avenida 1-73, Zona 4, 20. Piso (Seccion Commercial), Guatemala City. Correspondence preferred in Spanish.

PAKISTAN—Gray iron castings: gun metal ingots, 85/5/5/5; 50 tons, for use in own factory. Ahmad Bakhsh & Bros. (manufacturers), 22 Brandreth Rd., Lahore, West. WTD 4/9/65.

333 Primary Smelting, Refining of Nonferrous Metals

GERMANY—Nonferrous metals, all kinds. Direct purchase and exclusive agency for West Germany and other European countries. F. W. Hemple & Co. Erze und Metalle (importer, wholesaler, sales agent) Am Wall 127 (P.O. Box 1350), 28 Bremen. WTD 2/24/65.

● **INDIA**—Lead pig, 99.8% purity to IS.27/1956, 481.5 mt. Tender No. P/SR-5/2022/035A, bid deadline May 25. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available upon payment of $2.10 (in advance) from India Supply Mission (Ref. No. D/ENQ/1672), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

PAKISTAN—White metal ingots, pure, 5 tons; copper ingots 85%, 5 tons; aluminum ingots 99.5%, 5 tons; ferro manganese, 2 tons; ferro silicon, 2 tons. To meet Government and semi-Government requirements. Afrasia (Pakistan) Representatives (importer, distributor), Ramgali No. 3, Brandreth Rd., Lahore. WTD 4/9/65.

Tin, unalloyed, refined: white metal, 90% tin; 10 tons, for use in own factory. Ahmad Bakhsh & Bros. (manufacturers), 22 Brandreth Rd., Lahore, West. WTD 4/9/65.

334 Secondary Smelting, Refining of Nonferrous Metals, Alloys

GERMANY—Recovered nonferrous metals, alloys from new, used scrap, dross, or residues of such metals. Direct purchase and exclusive agency for West Germany, other European countries. F. W. Hempel & Co. Erze und Metalle (importer, wholesaler, sales agent), Am Wall 127 (P.O. Box 1350), 28 Bremen. WTD 2/24/65.

335 Rolling, Drawing, Extruding of Non-Ferrous Metals

● **BURMA**—Supply of electric cable, 007 sq. in. x 3, paper insulated, lead covered 2 paper, 2 hessian single wire armoured 3 hessian, 660 volts, B.S.S. 480-1942 rounds, 2 x 400 yd. drums (800 yd.). Tender No. 378/EL (G) 64-65, bid deadline May 18. Divisional Mgr., Electrical Stores Corp. Line (17), Peoples Stores Corp., 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-2162).

● Supply of various sizes, types of power cable (33,200 yd.). Tender No. 379/EL(G)64-65, bid deadline May 18. Divisional Mgr., Electrical Stores Corp. Line (17), Peoples Stores Corp., 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-2162).

● Supply of wire copper single annealed for binding (3,920 lb.); wire or cable galvanized steel stranded in one cwt. coil (12,320 lb.); cable, welding, flexible, single core (t.r.s.) tough rubber sheathed (2,400 yd.); wire p.v.c. flexible, 3 cores p.v.c. sheathed circular in 100 yd. coils (750 coils); various other accessories. Tender No. 445/EL (P) 64-65, bid deadline May 24. Divisional Mgr., Electrical Stores Corp., 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-2162).

● **GREECE**—Supply, installation of 3-core or 4 single core (one spare) 66 kv. submarine power cable, connecting the Island of Corfu (Leukimi Coast) to national grid (at Igoumentsa Coast). Tender No. DMPM, bid deadline not stated. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-2162).

PAKISTAN—Pipe, copper-base alloy; O.D. ¼", 5/16", ⅜"; thickness 1/32"; 10 tons, for use in own factory. Ahmad Bakhsh & Bros. (manufacturers), 22 Rd., Lahore, West. WTD 4/9/65.

339 Primary Metal Industries

● **BURMA**—Supply of 26 tons of deckhead spike nails. Tender No. 77/CS/64-65 (GOVT), bid deadline May 10. Divisional Mgr., Construction Stores No. (1) Division, People's Stores Corp., 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

342 Cutlery, Hand Tools, General Hardware

BOLIVIA—300—50 yard rolls of chicken wire (1" hole); 500—Size #2 spades (with handle); 100—wheelbarrows; 50—Kerosene burners (2 and 3 burner size—prefers "Boss" brand), annually; requests replies in Spanish. Ferreteria Borda Reyes (importer, exporter), Casilla 21, Tarija. WTD 3/9/65.

FRANCE—Hand tools for maintenance workshops; direct purchase and agency. L. Prud'homme & Fils (importer, wholesaler), 6, rue Dieu, Paris 10e. WTD 5/30/64.

Hand tools for agricultural purposes; direct purchase and agency. Ste Europelec—Departement Agricole (manufacturer, importer, wholesaler, agent), Rue Jean-Jaures, Les Clayes-sous-Bois (Seine-et-Oise). WTD 1/22/64.

GERMANY—Hardware for boats, yachts, fittings of all kinds. Herm. Sprenger, Metallwarenfabrik (manufacturer, importer, exporter), 586 Iserlohn, Alexanderstr. 18/19. WTD 3/31/65.

VENEZUELA—Locks, all kinds, for use in building trade. Distribuciones Nacionales y Extranjeros, C.A. "Disnaeca" (importer), Apartado 2304, Caracas, Misterio a Cuartel San Carlos 10, Caracas. WTD 3/18/65.

Hand saws of all kinds, hack saw blades. Distribuciones Nacionales y Extranjeras, C.A. "Disnaeca" (importer), Apartado 2304, Caracas, Misterio a Cuartel San Carlos 10, Caracas. WTD 3/18/65.

343 Heating Apparatus, Plumbing Fixtures

BOLIVIA—Bathroom sinks (with pedestal)—30; Bathroom sinks (without pedestal)—30; Toilets (low tank)—30; Toilet seats—30; Bathtubs (size 1.60 meters x 69 centimeters)—10; requests all items in white; replies in Spanish. Ferreteria Borda Reyes (importer, exporter), Casilla 21, Tarija. WTD 3/9/65.

GERMANY—Oil heaters. CIF Hamburg, direct purchase and agency. Maylaender Eisen & Metall Kontor GmbH (wholesaler, sales agent), 66 Saarbruecken, Metzerstrasse 42. WTD 4/8/65.

PAKISTAN—Sanitary ware; value $10,000. Bash Corp. (importer, distributor), Sunlight Bldg., Bank Sq., The Mall, Lahore, West. WTD 4/9/65.

SWEDEN—Controls, instruments, similar new devices used for heating, ventilation, industrial processes. Direct purchase and agency. Billman-Regulator AB, (importer, exporter, wholesaler, manufacturer, sales agent), Fack, Huddinge. WTD 2/15/65.

VENEZUELA—All kinds of faucets. Distribuciones Nacionales y Extranjeras, C.A. "Disnaeca" (importer), Apartado 2304, Caracas, Misterio a Cuartel San Carlos 10, Caracas. WTD 3/18/65.

Plumbing supplies in general; especially metal type. Distribuciones Nacionales y Extranjeras, C.A. "Disnaeca" (importer), Apartado 2304, Caracas, Misterio a Cuartel San Carlos 10, Caracas. WTD 3/18/65.

344 Fabricated Structural Metal Products

BRAZIL—Prefabricated structures and complementary elements; requests price quotations CIF Rio de Janeiro and catalogs; direct purchase and agency. Nobel Engenharia, Ltda. (manufacturers' representative), Avenida Rio Branco 156, 9° andar, Grupo 918, Rio de Janeiro, ZC-21. WTD 4/7/65.

● **BURMA**—Supply two each pressed steel tanks 16 ft. x 16 ft. x 12 ft. deep, standard construction in accordance with B.S.S. 1564:1949 and two pressed steel sectional bolted tanks, 8 ft. x 8 ft. x 8 ft. deep in accordance with B.S.S. 1564:1949. Tender No. 75/CS/64-65 (GOVT), bid deadline May 10. Divisional Mgr., Construction Stores No. (1) Division, People's Stores Corp., 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-4242).

PAKISTAN—Joist bracing devices, metal, size 18"x6½"x38'. Ahmad Bakhsh & Bros. (manufacturers), 22, Brandreth Rd., Lahore, West. WTD 4/9/65.

SOMALIA—Metal, wood window, door frames, and necessary fittings for each item, for use in building construction industry; direct purchase, agency. Somali Commercial Co., (Sr), Ltd., (importer, wholesaler, retailer, agent), POB 177 Hargeisa. WTD 1/14/65.

345 Screw Machine Products

FRANCE—Bolts, screws, all types and sizes; direct purchase and/or agency. L. Prud'homme & Fils (importer, wholesaler), 6, rue Dieu, Paris 10e. WTD 5/30/64.

346 Metal Stampings

VENEZUELA—Cooking utensils, stainless bends, up to 2". Exact nature and capacity of

steel, other kitchen household utensils. Distribuciones Nacionales y Extranjeras, C.A. "Disnaeca" (importer), Apartado 2304, Caracas, Misterio a Cuartel San Carlos 10, Caracas. WTD 3/18/65.

349 Fabricated Metal Products

MALAYSIA—Gold leaf, foil: Importer, exporter, wholesaler, printer requests replies from manufacturers/suppliers with price quotations cif Singapore. Prices must be competitive. Wong Hung Fee, Weng Fung & Co., 6-B Upper Hokien St., Singapore 1. WTD 1/22/65.

PAKISTAN—Railroad mail cranes, up to 50-ton capacity; four required for Pakistan Western Railways. Irrish Corp. (Registered), Khawaja Electric Market, 13 Brandreth Rd., Lahore. WTD 11/25/64.

VENEZUELA—Unassembled aluminum ladders. Distribuciones Nacionales y Extranjeras, C.A. "Disnaeca" (importer), Apartado 2304, Caracas, Misterio a Cuartel San Carlos 10, Caracas. WTD 3/18/65.

351 Engines, Turbines

PAKISTAN—Turbine generator set units, for use in government and semi-government electrical projects; up to 66 kv. Sasba Corp. (importer, distributor), 12-E Gulberg 2, Lahore. WTD 11/25/64.

SWEDEN—Small and inexpensive outboard motors. Dalkarl-Musik, Lars-Gunnar Bohs (importer), Elsa Borgs Gata 64, Hagersten. WTD 4/2/65.

Late Leads. Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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352 Farm Machinery

ALGERIA—Incubators, feeders, graders, tasters, washers, brooders, other poultry breeding equipment for use on Government controlled poultry farm; requests replies in French. M. Bouchafa Belkacem, Depute—Commissaire, O. N. R. A., (government agency), Lot. Lavigerie, El Harrach, Alger.

FRANCE—Spare parts, components for agricultural machines; direct purchase and agency. L. Prud'homme & Fils (importer, wholesaler), 6, rue Dieu, Paris 10e. WTD 5/30/64.

Garden tractors; spraying machines (agricultural machinery), power driven cultivators; direct purchase and agency. Comiot S.A. (importer, wholesaler), 87-89, Bld. Gouvion Saint-Cyr, Paris 17e. WTD 6/25/64.

Small agricultural machines, such as pneumatic pruning-scissors, hand lawn-mowers, dusters, sprayers, weeders; direct purchase and agency. Ste Europelec—Departement Agricole (manufacturer, importer, wholesaler, agent), Rue Jean Jaures, Les Clayes-sous-Bois, (Seine-et-Oise). WTD 1/22/64.

PAKISTAN—Compression sprayers, 3-gal capacity; power sprayer engine up to 3 hp., tank 20-25 gal. mounted tire wheel trolley, adjustable spray gun range 50 ft. Reezan Trading Co. (importing distributor), 32 Maclagan Rd., P.O. Box 1, Lahore, West. WTD 4/6/65.

Spare parts for agricultural machinery; value $25,000. Bash Corp. (importer, distributor), Sunlight Bldg., Bank Sq., The Mall, Lahore, West. WTD 4/9/65.

SCOTLAND—Farm machinery, all types. James Bowen & Sons, Ltd. (distributor), 45-59 Pitt St., Edinburgh 3. WTD 3/16/65.

353 Construction Machinery

PAKISTAN—Overhead traveling cranes, electric, up to 25-ton capacity; two required for government and semi-government projects. Irrish Corp. (Registered), Khawaja Electric Market, 13 Brandreth Rd., Lahore. WTD 11/25/64.

Excavators, dredgers, stonecrushers, road rollers, 2-3, 6-8, 10-12 ton; road pavers, finishers, concrete-mixers. Reezan Trading Co. (importing distributor), 32 Maclagan Rd., Lahore, West. WTD 4/6/65.

● **SOUTH AFRICA**—Mobile cranes, 6 ton capacity, hydraulic or electric or mechanical operation. Quantities specified as 14 units or alternatively 15, 16, 17, 3 units of various travel speeds. Tender No. F. 6051, bid deadline May 21. Chairman of the Tender Board, South African Railways, P.O. Box 7784, Johannesburg. Documents available from Rm. 604 S.A., Airways Centre, Johannesburg.★ (Telephone: 202-WO 7-5566).

● **TURKEY**—10 "Snow Cats," 5 passenger, air-cooled gasoline 4 stroke engine, net vehicle weight 1500 kg. maximum. Bid deadline May 24. PTT Genel Mudurlugu, Malzeme Dairesi Baskanligi, Ankara. Translation of specifications available from Modern Tercume Burosu, Menekse Sokak No. 20/7, Kizilay, Ankara, TL 50 (TL 9 = $1.00) per copy.

354 Metalworking Equipment

● **BURMA**—Lathe, 18" swing, 9" height centers, 0'6" length of bed. 7'0" between centers. Tender No. 1026/MACH/G-3(4)64-65, bid deadline May 18. Rail sawing machines (4), light weight diesel air cooled engine, with reduction gear through cranks arm transmitting the reciprocating action to the saw frame; rail grinders (4), rail boring machines (4); sleeper boring machines (4), Tender Nos. 1033 to 1036/MACH G-3(L) 64-65, bid deadline May 20. Wheel drilling, tapping, and countersinking machine for locomotive wheels 2'4" to 5'0" max. dia. and wheel lip rolling machine, Tender No. 1029/MACH/G-3(L) 64-65, bid deadline May 24. General Mgr. Burma Railways, Bogyoke Aung San St., Rangoon.★ Telephone: 202-WO 7-5652).

DENMARK—Automotive equipment in connection with automotive storage batteries; charging rectifiers for truck storage batteries; truck storage battery gauges; fuel cells. Aktieselskabet Accumulator-Fabriken (LYAC) (importing wholesaler, manufacture), Lyacvej, Kgs. Lyngby. WTD 8/25/64.

FRANCE—Power-driven hand tools for maintenance workshops; direct purchase and agency. L. Prud'homme & Fils (importer, wholesaler), 6, rue Dieu, Paris 10e. WTD 5/30/64.

KENYA—Machinery for manufacturing welding rods, electro-rods, bronze and steel rods. Direct purchase and agency. Amin Homi & Co., Ltd. (manufacturers' representative, importer, exporter), P.O. Box 774, Nairobi. WTD 7/28/64.

NEPAL—Rolling mill machinery: Complete plant to manufacture stepped drawn steel tubular poles, 5-12 meters long, for electric transmission lines; complete plant to manufacture G.I. pipe fittings such as sockets, tees, elbows, plants to be determined by negotiation. Requests catalogs, quotations c.i.f. Calcutta. Nepal Commercial Enterprises (importer), Juddha Rd. Ext., Ranjana Bldg., Kathmandu. WTD 2/23/65.

Rolling mill machinery: Complete plant to manufacture ½"-2" dia. galvanized steel tubes by hot and cold processes; 2,000-3,000 m.t. per year/8-hr. day. Nepal Commercial Enterprises (importer), Juddha Rd. Extn., Ranjana Bldg., Kathmandu. WTD 2/13/65.

NICARAGUA—Automatic can-making machine with capacity of 100 cans per minute; also wants body maker, solderer. Envases Nicaraguenses, S.A., (manufacturer), Granada. WTD 3/29/65.

PAKISTAN—Bench grinding machine up to 1"; lathes, 4" to 22"; drills, electric, ¼" to 1"; wrench kit (impact tools); portable power workshop kit. Value $5000. Afrasia (Pakistan) Representative (importer, distributor), Ramgali No. 3, Brandreth Rd., Lahore. WTD 4/9/65.

PERU—Lead birdshot making machinery; wishes to acquire modern automatic machinery to produce 500,000 kilos of lead birdshot per year working on one eight-hour shift per day basis. Industrial Surquillo S. A., (manufacturers, importer, exporter, retailer), Apartado 1052, Lima. WTD 5/24/61.

● **SUDAN**—Pipe bending machine to bend gas, steam, and hydraulic pipe 4" dia. Tender No. 3283, bid deadline May 25. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London S. W. I.★ (Telephone: 202-WO 7-5652).

SWITZERLAND—Metalworking machinery, metal, tin plate cutting, forming types. Direct purchase and agency. Hans Hasler, Mgr., Werkstahl A. G. (importer, retailer), Aarburgerstrasse 27, 4632 Trimbach-Olten. WTD 4/2/65.

VENEZUELA—Power driven, portable electric hand tools, home workshop equipment to operate on 110 v, 50-cycle power. Distribuciones Nacionales y Extranjeras, C.A. "DISNAECA" (importer), Apartado 2304, Caracas, Misterio a Cuartel San Carlos, Caracas. WTD 3/18/65.

355 Special Industry Machinery

AUSTRALIA—Encapsulation machine such as the type used for applying insulating coating, capable of withstanding 1200 volts, to carbon composition resistors; these are small molded cylinders approx. ¼" to ½" in length and 0.1-0.15 inches in diameter with leads of .020-.032" in diameter molded in the ends of the resistor body; coating to be applied should be a heat hardening material which can operate continuously at 130°C; coating should be applied at a fairly uniform thickness to the body and must not cover more than ⅛" of the leads where they project from the body; the coating (i.e. encapsulation) machine should be capable of handling 20,000-50,000 resistors daily without damaging wires or contaminating them in any way to impair solderability of the leads; process for which the proposed machine is intended should be either "flaming on, dipping or one of the fluidized bed techniques." Firm does not wish to apply coating by compression, transfer or injection molding process. A sample of the type resistor desired is available on a loan basis from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Morganite Australia, Pty., Ltd., (manufacturer),

65-67 Bourke Rd., Alexandria, N.S.W. WTD 11/18/64.

● **BURMA**—Supply of one metal spraying machine to be used to spray a wide selection of powdered metals. Tender No. 1024/MACH/G-3(L) 64-65, bid deadline May 24. General Mgr., Burma Railways, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-5589).

● Four rice milling units, complete with engines, accessories, capacity 0.3 tons brown rice per hr. Tender No. 121/MACH(23)G-2 (64-65), bid deadline May 18. Divisional Mgr., Machinery, Equipment Tools, and Spares Division, People's Stores Corp., 228/240 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

CEYLON—Fertilizer packaging, sealing machinery. Ceylon Fertilizer Corp. (State agency), P.O. box 841, Colombo.

CHILE—Machinery, equipment for fish (frozen seafood, canned fish) industry. Soc. Pesquera Caleuche Soc., Ltda. (manufacturers), Casilla 14102, Santiago. WTD 12/11/64.

Fish meal plant, cold storage trucks, equipment. Soc. Pesquera "El Golfo" Stengel & Cia., Ltda. (manufacturer), Casilla 344, Talcahuano. WTD 11/27/64.

COSTA RICA—Paper-forming machines, core-making, excelsior, gummed rolls, cordage, drinking straws, perhaps caps, tags; requests replies in Spanish. Sr. Orlando Ramirez (manufacturer), POB 2645, San Jose. WTD 11/29/62.

CYPRUS—Machinery—new or second-hand with guarantee—for cutting, printing, folding and stapling wooden match sticks into books of matches. Price CIF Cyprus including installation, testing Aphrodite Match Factory (manufacturer), Kokkinotrimithia, Nicosia.

Margarine manufacturing plant, new or second-hand with guarantee, capacity two tons per hour, average melting point 50° Celcium, to produce bakers' and special margarine using liquid seed oils and animal fats, cooling by expansion of ammonia, three phase alternate current 400-440 volts; margarine packing machinery to pack in tins, packets. Price range low to medium. CIF Cyprus including installation and testing. Dr. Antonios Georghiades (manufacturer), 3 Florinis St., Nicosia.

ENGLAND—Automatic and semi-automatic doughnut and scone making machines. Direct purchase and agency. Lochore & Ferguson, Ltd., (manufacturers). Customs House Pl., Greenock, Scotland. WTD 4/6/65.

FRANCE—Continuous drying machines, machines drying by fluidation, drier-blenders. Direct purchase and agency. Danto-Rogeat S.A. (manufacturer), 35 rue Marcel Merieux, Lyon (Rhone). WTD 3/5/65.

MALAYSIA—Offset printing, lithographic printing machinery: Importer, wholesaler, exporter, printer requests replies from manufacturers/suppliers with price quotations CIF Singapore. Prices must be competitive. Firm requests catalogs. Wong Hung Fee, Weng Fung & Co., 6-B Upper Hokien St., Singapore 1. WTD 1/22/65.

NEPAL—Complete plant to manufacture five to ten mt. of strawboard, grey board, millboard and duplex board per 8-hr. day from rice straw, bagasse, elilopsis balata and waste paper. Catalogs and quotations c.i.f. Calcutta requested. Chandra Paperboard Mills, Pvt., Ltd., c/o Golchha Organization, Golchha Niwas, Biratnagar, Nepal, via, Jogbani (Purnea District), Bihar, India. WTD 9/10/64.

Complete plant to manufacture five to ten mt. of newsprint per 8-hr. day from rice straw, bagasse, elilopsis balata and waste paper. Catalogs and quotations c.i.f. Calcutta requested. Chandra Paperboard Mills, Pvt., Ltd., c/o Golchha Organization, Golchha Niwas, Biratnagar, Nepal, via, Jogbani (Purnea District), Bihar, India. WTD 9/10/64.

PAKISTAN—Industrial chemicals for use in textile industry, rubber, plastic industrial users: Importer & manufacturer's representative request replies from manufacturers with price quotations C & F Karachi; direct purchase and agency. Yusuf Imtiaz and Co., 73 Noor Chambers, Bunder Rd., Karachi. WTD 3/22/65.

Cigarette-making plant (laboratory type); water distillation, laboratory, industrial type; gelatine capsule plant, ceramic tiles plant. Reezan Trading Co. (importing distributor), 32 Maclagan Rd., P.O. Box 1, Lahore, West. WTD 4/6/65.

Lithograph, monotypes, monotyping machine figures; roller composition. Ferozsons, Ltd. (importing distributor), 60 The Mall, Lahore, West. WTD 12/28/64.

Machinery, equipment for manufacturing plastic-coated bookbinding cloth. Ahmad Bakhsh & Bros. (manufacturers), 22 Brandreth Rd., Lahore, West. WTD 4/9/65.

Machinery for making laundry soap. Ahmad Baksh & Bros. (manufacturers), 22 Brandreth Rd., Lahore. West. WTD 4/9/65.

Machinery, equipment for flour mill with 80 ton capacity for 8 hr. shift. Ahmad Baksh & Bros. (manufacturer), 22 Brandreth Rd., Lahore, West. WTD 4/9/65.

SOUTH AFRICA—Machinery to pellet. block feeds for livestock, poultry. Swellendam-Heidelberg Kooperatiewe Landboumaatskappy Beperk, (farmers' co-operative). P.O. box 12, Swellendam, Cape Province. WTD 4/5/65.

VENEZUELA—Small machinery suitable for bakeries. Distribuciones Nacionales y Extranjeras, C.A. "DISNAECA" (importer), Apartado 2304, Caracas, Misterio a Cuartel San Carlos 10, Caracas. WTD 3/5/65.

356 General Industrial Machinery

ENGLAND—Hot foil stamping equipment, particularly label manufacturing equipment. Direct purchase and agency. Ticket Services, Ltd., (manufacturers), 22 Duncan Terrace, London, N.1. WTD 4/2/65.

FRANCE—Transmission gears, direct purchase and agency. L. Prud'homme & Fils (importer, wholesaler), 6, rue Dieu, Paris 10e. WTD 5/30/64.

MALAYSIA—Labeling machines, tapes; price quotations CIF Singapore. William Yong Choon Chong, Office Development Corp., (importer, exporter, retailer), P.O. box 1472, 128 Cross St., Singapore 1. WTD 11/18/64.

PAKISTAN—Pneumatic air compressors, portable, stationary. Direct purchase, agency. Cimex Corp., Ltd. (importer, distributor), Gardee Chambers, Napier/Thornton Rd., Lahore. WTD 12/30/64.

Centrifugal high pressure fire pumps and diesel engines, suction hoses, foot valve strainers, nozzle tips, gloves, hose 1½" dia., latex-lined hose. Reezan Trading Co., 32 Maclagan Rd., Lahore, West. WTD 4/6/65.

Ball bearings, single row, deep groove, size 2¾", 6¼", 1⅜". Reezan Trading Co. (importing distributor), 32 Maclagan Rd., P.O. Box 1, Lahore, West. WTD 4/6/65.

● **PORTUGAL**—Supply, installation of feed pumps for 360 ton/hour steam generator. Bid deadline June 1. Specifications available from Emprea Termoelectrica Portuguesa, Delegacao em Lisboa, Rua Rosa Araujo, 34-3°, Lisbon 2, for approx. $17.50, plus postage.

SOMALI REPUBLIC—Pumps, all types motor or manually powered, suited for deep bored wells; direct purchase, agency. Somali Commercial Co., (Sr), Ltd., (importer, wholesaler, retailer, agent), POB 177, Hargeisa. WTD 1/14/65.

357 Office, Computing, Accounting Machines

MALTA—Postage meter machines. Dr. Carmelo Caruana, Minister of Agriculture, Communications & Power, General Post Office, Valletta.

PAKISTAN—Counter balances, weighing balances, weigh bridges, kitchen balances, shop balances. Reezan Trading Co., (importing distributor), 32 Maclagan Rd., P.O. Box 1, Lahore, West. WTD 4/6/65.

358 Service Industry Machines

FRANCE—Garage equipment, such as upholstery shampooing machines for cleaning automobile interiors, car washing units, high-pressure pumps; direct purchase and agency. Societe Industrielle pour l'Equipement des Garages, S.I.P.E.G. (importer, dealer), 63, ave. Franklin Roosevelt, Paris 8e. WTD 4/9/64.

Coin-operated laundry, dry cleaning machines. Difoma (importer, wholesaler, agent), 16 rue de la Saussiere, Boulogne (Seine). WTD 2/18/65.

Laundry, dry cleaning machinery; coin-operated mechanisms for such machines. Direct purchase and agency. P. Lemaire & Cie, (importer, exporter, agent), 40 rue Boucher-de-Perthes, Roubaix Nord. WTD 3/5/64.

NORWAY—Coin-operated amusement machines, involving skill—not chance. Forenede Kulimportorer A/S, (importing wholesaler, manufacturers' agent), Sorenga 8, P.O. box 181, Oslo. WTD 1/21/65.

PAKISTAN—Cold storage plant for cooling two rooms, each 38' x 76' x 20'; storage capacity, 1000 tons; 440 V., 50 cycle, 3 phase, A.C. Ahmad Bakhsh & Bros., (manufacturers), 22 Brandreth Rd., Lahore, West. WTD 4/9/65.

Refrigeration units with low temperatures, ⅞ cubic feet capacity, ⅛ h.p., 220/250 volts, ac 50 cycles. Reezan Trading Co. (importing distributor), 32 Maclagan Rd., P.O. Box 1, Lahore, West. WTD 4/6/65.

359 Machinery

AUSTRALIA—Hydraulic, pneumatic equipment, controls for industry to complement existing agencies for valves, regulators, hose, couplings, etc. Distribution throughout Australia and New Zealand. Direct purchase and agency. Patons Brake Replacements, Pty., Ltd. (importer, wholesaler, manufacturer, manufacturers' representative), 264 East Boundary Rd., East Bentleigh, Victoria. WTD 4/10/64.

361 Electric Measuring Instruments

● **BURMA**—Supply of the following electric measuring instruments and test equipment: 1,000 single phase two wire watthour meters, 50 amps.; 690 three phase four wire watthour meters, 25 amps.; 24 three phase three wire watthour meters, various amps.; 161 maximum demand meters, three phase, four wire with various C. T. ratios; 36 H. T. meters, each with one No. P.T.6, 600/110 V, 100 V A and

various C. T. ratios. Tender No. 446/EL(G) 64-65, bid deadline May 24. Government of the Union of Burma, People's Stores Corp., Electrical Stores Corp. No. 17, 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-2939).

FRANCE—Standard instruments for measuring and recording electrical quantities, such as: voltmeters, ammeters; alternating current and direct current volt-ohm-milliammeters; multirange standard micro-ammeters, millivoltmeters, wattmeters, except heated thermocouple instruments. Electronic digital voltmeters and digital ammeters; direct purchase and agency. C. Jacobsen & Cie (manufacturer, wholesaler, importer), 10, rue Pergolese, Paris 16e. WTD 10/24/64.

Electronic voltmeters. Direct purchase and agency. Siedma, S.A. (importer, wholesaler, retailer, agent), 9 ave. de l'Opera, Paris 1er. WTD 3/11/64.

● **KOREA**—Supply of electric measuring instruments including, but not limited to, the following items: AC ammeters, AC voltmeters, AC wattmeters, DC ammeters, DC voltmeters, inductors, resistors, single wattmeters, potentiometers, current transformers, universal bridge, capacitors, galvanometers, oscillographs, etc. Tender No. KFX-5030-P, bid deadline May 25. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2939).

MALAYSIA—Electronic test equipment: Importer, exporter, wholesaler, retailer, indent sales agent requests replies from manufacturers/suppliers with price quotations CIF Singapore. Ho Chee Choon, Electronic Enterprise, 9 Leng Kee Rd., Singapore 3. WTD 1/27/65.

PAKISTAN—Servo type flow meters, electricontact meter, mini oil meter, small flow meters, strainers, air eliminators, two reset pointers and totalizers, round pri set dials. Reezan Trading Co. (importing distributor), 32 Maclagan Rd., P.O. Box 1, Lahore, West. WTD 4/6/65.

Ammeters of various amps; voltmeters of various volts; galvanometers, 50-0-50 range galvanoscopes, taximeters. Reezan Trading Co. (importing distributor), 32 Maclagan Rd., P.O. Box 1, Lahore, West. WTD 4/6/65.

Power switching equipment, indoor and outdoor types; power transformers, above 600 volts—except electronic components; for government and semi-government electrical projects; up to 66 kv. Sasba Corp. (importer, distributor), 12-E Gulberg 2, Lahore. WTD 11/25/64.

Electrical low and high voltage switch gear for 3 phase, 440 volts, 50 cycles, a.c. Reezan Trading Co. (importing distributor), 32 Maclagan Rd. P.O. Box 1, Lahore, West. WTD 4/6/65.

362 Electrical Industrial Apparatus

FRANCE—Hydro-electric motors with numerically-controlled pulse machines; direct purchase and agency. C. Jacobsen & Cie (importer, wholesaler, manufacturer), 10, rue Pergolese, Paris 16e. WTD 10/24/64.

● **IRAQ**—Supply and erection of two 200 kw. electrical sets at Badra Town, Kut Liwa. Tender No. 20, bid deadline July 27. Specifications available for $21.00 plus air mail charges, from Directorate General of Planning and Design, Ministry of Municipal & Rural Affairs, Baghdad.

NEPAL—Generator sets, diesel-engine driven —400/440 V. AC, 50 cycle, 3 phase, operated by light diesel oil (not high speed), continuous rating. Either one 400-500 kw. set or two 200-250 kw. sets. Requests quotations c.i.f. Calcutta, catalogs; shipment within 2 months. Nepal Strawboard Co. (P), Ltd. (manufacturer, retailer, exporter, wholesaler), Biratnagar (Nepal), Via P. O. Jogbani (Purnea District), Bihar, India. WTD 3/8/65.

PAKISTAN—Starters, A.C. motors, dehurators 3 ton capacity, trifurcation boxes indoor type to suit 7/64 underground cable size 7/.029, 1100 volts. Reezan Trading Co. (importing distributor), 32 Maclagan Rd., P.O. Box 1, Lahore, West. WTD 4/6/65.

Arc welding electrodes. Reezan Trading Co. (importing distributor), 32 Maclagan Rd., P.O. Box 1, Lahore, West. WTD 4/6/65.

Power units, electric, auxiliary substations; generators, AC, 2000 kw.; to supply government and semi-government electrical projects; up to 66 kv. Sasba Corporation (importer, distributor), 12-E Gulberg 2, Lahore. WTD 11/25/64.

● **SUDAN**—Supply eighteen AC motors and starters, from 1 hp. to 35 hp., 100 rpm. to 3,000 rpm., also control panel starters. Equipment suitable for operation 415/240 volts, 3 phase, 50 cycle, 4 wire, A.C. Contract No. 3275, bid deadline May 13. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James, London S.W.1.★ (Telephone: 202 WO 7-4242).

● **TURKEY**—Supply of ⅛" diameter automatic welding wire, and welding flux suitable for rebuilding rollers and idlers on tractors and shovels. Tender No. 65-14T-30, bid deadline May 10. DSI Genel Mudurlugu, Makina ve Ikmal, Dairesi Baskanligi, Ankara.★ (Telephone: 202 WO 7-5652).

363 Household Appliances

BOLIVIA—Sewing machines pedal type, 20-30 annually; requests replies in Spanish. Ferreteria Borda Reyes, (importer, exporter, dealer), Casilla 21, Tarija. WTD 3/9/65.

FRANCE—Electric housewares for heating, cooking, other purposes. Jema S.A., (importer, wholesaler, manufacturer), 46 rue de Paradis, Paris 10e. WTD 2/26/65.

Household deodorizers, air purifiers, humidifiers. Direct purchase and agency. Labo-Chimie-France, (wholesaler, agent), 16 rue Auguste-Metivier, Paris 20e. WTD 2/25/65.

GERMANY—Household electric appliances such as toasters, grills, hot plates; cooking equipment; household washing, drying machines; price quotations cif German or Dutch ports; requests replies in German. Onkel Meyer's Versandhaus, Meyer oHG (retailer), 59 Kaarsterstr., 404 Neuss. WTD 4/1/65.

JORDAN—Household washing machines, refrigerators, cookers, bakers. Volta Co. (Mousa Mohamad El Saddik) (contractor), P. O. Box 1857, Amman. WTD 10/30/64.

SWITZERLAND—Food mixers, blenders, cream whippers, toasters, other kitchen electrical appliances, also larger types for catering purposes. Kisag A.G. (manufacturer, importer), 4512 Bellach. WTD 3/23/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

364 Electric Lighting Equipment

GERMANY—Light bulbs, fluorescent tubes, all kinds. Ernst August Ebeling (importer, exporter, wholesaler), 7 Plantage, 28 Bremen. WTD 3/8/65.

365 Radio, Television Receiving Sets

SOMALI REPUBLIC—Radios: battery, portable, fixed electric types, preferably 3 band; tape recorders; direct purchase, agency. Somali Commercial Co., (SR), Ltd., (importer, wholesaler, retailer, agent), POB 177, Hargeisa. WTD 1/14/65.

366 Communication Equipment

● **PAKISTAN**—Supply of 3500 telephone operator headsets, spare parts. Tender No. PUR-7-1/65/624, bid deadline May 20. Purchase Coordinating Officer, Director General of Telegraph and Telephone, Block No. 48-A, Pakistan Government Offices, Shahrah-e-Iraq, Karachi.★ (Telephone: 202-WO 7-4821).

367 Electronic Components, Accessories

FRANCE—Electronic components, such as specialty resistors for electronic end products; solid state electronic and similar devices; inductors, electronic transformers, capacitors. Direct purchase and agency. Siedma S.A., (importer, wholesaler, retailer, agent), 9 ave. de l'Opera, Paris 1er. WTD 3/11/64.

GERMANY—Electronics apparatus, parts; direct purchase and agency. Sanders Electronics GmbH (importer, wholesaler, sales agent), 6 Frankfurt am Main, 52 Vogtstrasse. WTD 3/1/65.

MALAYSIA—Television tubes: Importer, exporter, wholesaler, retailer, indent sales agent requests replies from manufacturers/suppliers with price quotations CIF Singapore. Ho Chee Choon, Electronic Enterprise, 9 Leng Kee Rd., Singapore 3. WTD 1/27/65.

Television parts: Importer, exporter, wholesaler, retailer, indent sales agent requests replies from manufacturers/suppliers with price quotations CIF Singapore. Ho Chee Choon, Electronic Enterprise, 9 Leng Kee Rd., Singapore 3. WTD 1/27/65.

Portable TV antennae for 625 frequency on TV channel. Metro International Corp. (advertising agent), Rm. 1204, 2nd Fl., Selangor Mansion, Kuala Lumpur. WTD 2/15/65.

PAKISTAN—Resistors: various kinds of K-ohms F-plus/minus RNA 9. Electronic valves, VX-350, A-1714. Requests quotations c&f Karachi. Direct purchase and agency. Lodhi and Co. (importer, manufacturers' representative), 160/2 Bunder Rd., Karachi. WTD 10/21/64.

371 Motor Vehicles, Equipment

ENGLAND—Automotive repair, replacement parts; parts, assemblies for motor vehicles; automotive accessories. Direct purchase and agency. Appleyard Group of Companies, Ltd., (manufacturers, wholesalers, retailers), North St., Leeds, Yorkshire. WTD 3/15/65.

372 Aircraft, Parts

FRANCE—Aircraft parts, such as engines, engine parts, propellers, propeller parts, hydraulic accumulators and actuators, electric actuators, brakes, electric conduits, oil and air coolers, shimmy dampeners, direction detectors, filters,

heat exchangers, electric indicating instruments, electric inverters, landing gear struts, assemblies, hydraulic pumps, oxygen regulators, towing equipment, hydraulic, pneumatic control valves, wheels. Direct purchase and agency. Siedma, S.A., (importer, wholesaler, retailer, agent), 9 ave. de l'Opera, Paris 1er. WTD 3/11/64.

SOUTH AFRICA—Civilian, commercial aircraft including helicopters, new, used; ancilliary equipment. Direct purchase, agency. Air Cape, (Pty.), Ltd., (importing distributor), P.O. box 3622, Cape Town. WTD 3/16/65.

373 Ship, Boat Building, Repairing

PAKISTAN—Dredges for use by East Pakistan Inland Water Transport Authority: Importer manufacturer's representative requests replies from manufacturers with price quotations C & F Karachi; direct purchase and agency. Yusuf Imtiaz and Co., 73 Noor Chambers, Bunder Rd., Karachi. WTD 3/22/65.

374 Railroad Equipment

PAKISTAN—Railroad workshop machinery, equipment. Bash Corp. (importing distributor), Sunlight Bldg., Bank Sq., The Mall, Lahore, West. WTD 4/9/65.

Heavy duty carriage, wagon wheel lathe crankshaft grinders, coir fibre teasing machines, cold sawing machines, welding equipment, arc welding plants. Reezan Trading Co. (importing distributor), 32 Maclagan Rd., P.O. box 1, Lahore, West. WTD 4/6/65.

Diesel electric locomotives—700, 1200, 2000, 2500 hp.—for broad and meter gauge railroads. For use in government requirements in East and West Pakistan. Bash Corp. (importer, distributor), Sunlight Bldg., Bank Sq., The Mall, Lahore, West. WTD 4/9/65.

381 Engineering, Laboratory, Scientific, Research Instruments

GERMANY—Vibration testers; electrodynamical, inductive, piezoelectric, extensometric, other types. Carl H. P. Pepjung (importer, exporter, wholesaler, sales agent), 175/177 Am Wall (P.O. Box 1328), 28 Bremen. WTD 12/5/63.

MEXICO—Engineering instruments, all kinds. Ingenieria de Mexico, S.A., (manufacturer, importer, exporter, wholesaler), Cincinnati No. 87-4, Mexico, D.F. WTD 12/15/64.

PAKISTAN—Apparatuses for mechanics, heat, light, sound, magnetism and electricity to teach graduates up to masters degree and higher research workers; sugar and milk testing equipment, micro-analytical precision and westphat balances; sets of weights for all these balances. Reezan Trading Co. (importing distributor), 32 Maclagan Rd., P.O. Box 1, Lahore. WTD 4/6/65.

Surveying, drawing instruments. Ferozsons, Ltd. (importing distributor), 60 The Mall, Lahore, West. WTD 12/28/64.

Horizontal and reading magnifiers, builders, level without horizontal circle, double circle triangulation theodolite with optical micrometer, engineers level, automatic engineers, level engineers theodoletes. Reezan Trading Co., 32 Maclagan Rd., P.O. Box 1, Lahore, West. WTD 4/6/65.

Laboratory instruments; value $1,500. Ajmal Bros. Corp. (importer, distributor), Opposite Masjid Pipal Vehra, Alamgir Market, Lahore. WTD 4/9/65.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

FRANCE—Flow-gauges, flow-meters, differentials for fluids, mixers; direct purchase and agency. C. Jacobsen & Cie. (importer, wholesaler, manufacturer), 10, rue Pergolese, Paris 16e. WTD 10/24/64.

GERMANY—Moisture testers for measuring moisture content of wood. Carl H. P. Pepjung (importer, exporter, wholesaler, sales agent), 175/177 Am Wall (P.O. Box 1328), 28 Bremen. WTD 12/5/63.

● **INDIA**—Supply of 32 tensometers, complete with official certificate; 32 clamps for above; 4 cases for six tensometers each; 4 cases for two tensometers each. Tender No. SMH3/5176/005, bid deadline May 14. Director General of Supplies and Disposals, National Insurance Bldg., New Delhi.★ (Telephone: 202 WO 7-2939).

● Supply of one electro dynamic balancing machine which should be able to give direct indication of the amount and direction of unbalance in two compensation planes. Tender No. SWP5/4041/031A/TE, bid deadline June 11. Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents are available on payment of $1.50 per copy from the India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008. (Reference No. D/ENO/1671).

PAKISTAN—Periodic charts of the atoms, atomic models and charts, electrolytic analysis apparatus; metallurgical specimen cutting apparatus, electrolytic polishing cabinet machine, metallurgical mounting press, jet set apparatus, electric spot testing apparatus, sortationer, salt spray test apparatus, ash determination, ash fusion furnace, carbon and hydrogen apparatus, moisture in coal apparatus, chloroscope outfit, potentiometers, oscillators, microvoltmeters, nanometers, integrating amplifier, autotilrator controller, temperature programming control unit. Reezan Trading Co. (importing distributor), 32 Maclagan Rd., P.O. Box 1, Lahore, West. WTD 4/6/65.

Water meters, single and double case construction, 7-48, 13-95, 40-270, 80-480, 160-2000, 400-3700, 1100-9250, 1600-13,200, 3200-26,500, 13,000-100,000 U.S.G./hr. Reezan Trading Co. (importing distributor), 32 Maclagan Rd., Lahore, West. WTD 4/6/65.

SWITZERLAND—Gas meters, controls; other appliances. Direct purchase and agency. V. Glutz-Blotzheim Nachfolger AG. (manufacturer, distributor), Solothurn. WTD 3/16/65.

383 Optical Instruments, Lenses

PAKISTAN—Industrial PH equipments; PH electrode housings; conductivity bridges and cells; chromatograph, panchromatograph gas chromatography, process analysers, potentiometers, polarimeters, spectroscopes, spectrometer, resistance bridges and meters, multi-way precision instrument switches, cathetometers, radiochromatography. Reezan Trading Co. (importing distributor), 32 Maclagan Rd., P.O. Box 1, Lahore, West. WTD 4/6/65.

Lenses, prisms, slabs, slides, glass covers. Reezan Trading Co. (importing distributor), 32 Maclagan Rd., P.O. Box 1, Lahore, West. WTD 4/6/65.

384 Dental Equipment

● **CEYLON**—Supply of the following dental equipment: 6 dental operating lamps, mobile type; 24 table allan brackets; 18 dental electric engines (foot) on mobile floor stands; 4 dental chairs, double cylinder base, with foot operated pumping; 2 dental chairs (as above) with spittoons. Bid deadline July 6. The Ministry of Health, P.O. Box No. 500, Colombo.★ (Telephone: 202 WO 7-2939).

GREECE—Surgical, orthopedic, ophthalmic instruments in general, surgical, medical supplies (syringes, surgical needles, thermometers, surgical gauze and dressings, sutures). Exclusive distributorship and/or agency. "Pasfarm"—S. Vasiliou, (importer, wholesaler, sales agent), 59 Sokratous St., Athens 101. WTD 3/5/65.

PAKISTAN—Anaesthetic instruments, diagnostic, glandular, gall bladder, genets-urinary, intestinal, neurosurgery, opthalmology, orthopaedic, suction and thorasic instruments; electro-suction units, diathermy apparatuses; cauteries and other apparatuses; aseptic and orthopaedic appliances; surgical needs, sutures threads, catguts, silkworguts; bandages, surgical dressings, plaster of paris bandages. Blood transfusion equipment, blood and saline bottles, blood taking and giving sets, blood transfusion apparatus value; sterilizers surgical and medical, drying ovens, autoclaves. Reezan Trading Co., (importing distributor), 32 Maclagan Rd., P.O. box 1, Lahore, West. WTD 4/6/65.

Dental consumable supplies. Direct purchase and agency. Universal Dental Supply Co. (importer, distributor), 9 Beadon Rd., Lahore 5. WTD 12/24/64.

386 Photographic Film

● **GREECE**—Supply of dimensionally stable photographic film for maps, charts reproduction. Tender No. 51378/65, bid deadline May 15. Ministry of National Defense, General Naval Staff, Athens.★ (Telephone: 202-WO 7-2939).

● **KOREA**—Supply of the following photographic equipment and supplies: 1,500 black and white pack film, 4" x 5"; 4,000 rolls film, black and white, 120 mm.; 200 rolls film, color, 120 mm.; 20,000 flash bulbs, white, No. 5; 10 strobonar batteries, 510 V; 400 boxes enlarging paper, 11" x 14"; 50 boxes tissue printing paper, 8" x 10"; 3 roller flex cameras, 120 mm. or equal; 10 temperature controlled film developers, "65" type. Tender No. KFX-5035-N, bid deadline May 20. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2939).

● Supply of the following X-ray films and tubes: 300 tins developer, X-ray film processing powder; 300 tins fixer, X-ray film processing powder; 10 X-ray tubes SDR-10K; 21,250 rolls X-ray photofluorographic film, green sensitivity, 60 mm. x 60 mm. x 12 exp.; 10,000 rolls X-ray photofluorographic film, green sensitivity, 70 mm. x 3 m; 800 packages X-ray radiographic film, 11" x 14". Tender No. KFX-5033-N, bid deadline May 14. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2939).

MALAYSIA—Office copying machines, photocopying paper: Importer, exporter, retailer requests replies from manufacturers/suppliers with price quotations CIF Singapore. Electrical current—220 volt 50 cycles. William Yong Choon Choong, Office Development Corp., P.O. box 1472, 128 Cross St., Singapore 1. WTD 11/18/64.

Graphic art process equipment, Office copying machines, sensitized papers: Importer, exporter, wholesaler, printer requests replies from manufacturers/suppliers with price quotations

CIF Singapore. Catalogs requested. Wong Hung Fee, Weng Fung & Co., 6-B Upper Hokien St., Singapore 1. WTD 1/22/65.

MEXICO—Microfilming equipment, photocopying equipment, sensitized paper. Fotocopy de Mexico, S.A. de C.V., (importer, retailer), Av. Oaxaca No. 69, Mexico, D.F. WTD 9/9/64.

PAKISTAN—Motion picture equipment and supplies: movie films for 8, 16, 35 and 60 mm. projectors. Requests quotations c&f Karachi. Direct purchase and agency. Swift Traders (importer, manufacturers' agent), 69 Wazir Mansion, Nicol Rd., Karachi-2. WTD 3/1/65.

Films, Platest Photographic. Ferozsons, Ltd. (importing distributor), 60 The Mall, Lahore, West. WTD 12/28/64.

387 Watches, Clocks, Clockwork Operated Devices

MALAYSIA—Clockworks; automatic clock radios. Metro International Corp. (advertising agent), 1204 2nd Fl., Selangor Mansion, Kuala Lumpur. WTD 2/15/65.

391 Jewelry, Silverware, Plated Ware

SWEDEN—Jewelry—18 carat gold—such as bracelets, necklaces, rings, charms. Direct purchase, agency. Netto-Fabrikerna, (importer, wholesaler, exporter, sales agent), Nassjo. WTD 11/12/64.

SWITZERLAND—Watch straps, costume jewelry (precious metals). Jean Perret S.A. (importer, retailer), Case Rive 126, 1211 Geneva. WTD 2/2/65.

393 Musical Instruments, Parts

SWEDEN—Semi-finished or patented upright pianos, i.e. plain instrument without exterior. Also all types of electronic organs. Dalkarl-Musik, Lars-Gunnar Bohs (importer), Elsa Borgs Gata 64, Hagersten. WTD 4/2/65.

394 Toys, Amusement, Sporting Goods

CHILE—Fishing equipment, all types. Direct purchase and agency. Soc. Pesquera "El Golfo" Stengel & Cia., Ltda. (manufacturer), Casilla 344, Talcahuano. WTD 11/27/64.

ENGLAND—Toys, novelties, premium merchandise. R.A.A., Ltd., (importers, exporters, sales promoters), 291 Edgware Rd., London, W.2. WTD 4/5/65.

SOUTH AFRICA—Golf clubs, rubber grips for golf clubs, golf balls, golf hats, clothing; all types of tennis equipment, fishing equipment. Treger Golf and Sports, (Pty.), Ltd., (importer, manufacturer, agent), P.O. box 8918, Johannesburg. WTD 9/9/64.

SWEDEN—All kinds of equipment for football, skiing; articles for heavy weight lifting. Direct purchase and agency. AB Arvid Forsberg & Co., (importer, wholesaler, sales agent), Sveavagen 52, Stockholm. WTD 4/8/65.

395 Pens, Pencils, Office, Artists' Materials

● **CEYLON**—Supply of 1,000 ticket printing machines; 1,000 ticket machines for issuing pre-printed tickets; 500 ticket printing machines with audit strip. Bid deadline May 26. The Chairman, Tender Board, Ceylon Transport Board, Kirula Rd., Narahenpita, Colombo.★ (Telephone: 202-WO 7-2939).

PAKISTAN—Fountain pens, except ball point. Ferozsons, Ltd. (importing distributor) 60 The Mall, Lahore, West. WTD 12/28/64.

Mechanical ball point pencil parts. Ferozsons, Ltd. (importing distributor), 60 The Mall, Lahore, West. WTD 12/28/64.

Office equipment, supplies, such as staple wires, staplers, punches, erasers, nibs, painters materials, pencil sharpeners. Requests quotations c&f Karachi. Direct purchase and agency. Swift Traders (importer, manufacturers' representative), 69 Wazir Mansion, Nicol Rd., Karachi 2. WTD 3/1/65.

● **VIET-NAM**—Supply of approx. 600,000 units of office stationery, supplies including, but not limited to, the following items: Blotting paper, ink, pens, carbon paper, stencil correcting fluid, ribbons, tapes, pencils, erasers, photocopy paper, stencil paper, tracing paper, graph paper. Tender No. 1683-06045, bid deadline May 25. Terms in English, specifications in French. Cable bids will be accepted. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

396 Costume Jewelry, Costume Novelties, Buttons, Notions

SWEDEN—All kinds of inexpensive jewelry such as bracelets, necklaces, rings, charms. Direct purchase and agency. Netto-Fabrikerna, (importer, wholesaler, exporter, sales agent), Nassjo. WTD 11/12/64.

SWITZERLAND—Watch straps and other costume jewelry (non-precious metals). Jean Perret (importer, retailer), Case Rive 126, 1211 Geneva. WTD 2/2/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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399 Manufacturing Industries

FRANCE—Disinfecting apparatuses: aerosols, sprayers. Direct purchase and agency. Labo-Chimie-France, (wholesaler, agent), 16 rue Auguste Metivier, Paris 20e. WTD 2/25/65.

SWEDEN—All types of gift articles, such as inexpensive pictures with frames; other inexpensive articles for advertising purposes. Direct purchase and agency. Netto-Fabrikerna, (importer, wholesaler, exporter, sales agent), Nassjo. WTD 11/12/64.

Dressed and dyed furs. AB Oscar Wigen, (manufacturer, wholesaler), Tranas. WTD 4/6/65.

503 Dry Goods, Apparel

SWITZERLAND—Hosiery, lingerie, haberdashery, apparel, accessories. Max W. Schindler, (importer, wholesaler), 11 chemin des Deux-Communes, 1226 Thonex-Geneva. WTD 4/7/65.

505 Farm Products—Raw Materials

GERMANY—Brewery barley—16,000 tons; hops—160 tons. Best quality. Berliner Kindl Brauerei AG (manufacturer), 26-80 Rollbergstrasse, 1 Berlin 44. WTD 8/5/64.

Fur pelts, raw, dressed, direct purchase, agency; cif European ports; requests replies in German. Ilselotte Baumeister, Pelze Einzel- und Grosshandel, (retailer, manufacturer, importer, exporter), 493 Detmold, Paulinenstr. 39. WTD 4/1/65.

SWITZERLAND—Hides, skins. Direct purchase and agency. Covesud S.A., (importer, distributor), P.O. box 231, 1200 Geneva 6. WTD 3/20/65.

509 Wholesalers

CHINA—Zinc dross, lead scrap; quotations C&F Keelung; requests information on physical, type analysis, monthly supply, packing, delivery. China Inter Japan Product Trading Corp., (importer, exporter), 75 Guey Der St., Taipei, Taiwan. WTD 11/22/63.

GERMANY—Nonferrous metals; scrap, waste materials. All kinds. Direct purchase, exclusive agency for West Germany, other European countries. F.W. Hempel & Co. Erze und Metalle, (importer, wholesaler, sales agent), Am Wall 127 (P.O. box 1350), 28 Bremen. WTD 2/24/65.

539 General Merchandise Stores

JORDAN—Secondhand civilian clothing. Bargouty & Ganem Co., (general traders), P.O. box 236, Ramallah. WTD 4/15/65.

739 Business Services

SWITZERLAND—Market, business research in Switzerland, other European countries. Willy Brulisauer (marketing consultant), Schanzenstrasse 1, 3000 Bern. (Correspondent of AG fur Werbeberatung Zurich). WTD 2/11/65.

Firm of marketing consultants, with connections in Europe, Middle East, Africa, interested in promoting exports of U.S. firms to these areas. Ardo Distribution S.A., 52 avenue de Chailly, 1012 Lausanne. WTD 1/20/65.

Business and market research and other related services for U.S. firms wishing to expand activities to Switzerland, other European countries. Paul A. Borloz (importer, broker), Les Planches, Epalinges, Vaud. WTD 2/5/65.

899 Services

MALAYSIA—Wishes to contact engineering consultants, plant contractors or manufacturers specializing in the hydration of calcium sulphate anhydride ($CaSO_4$) into gypsum ($CaSO_4 2H_2O$). Malaya Acid Works, Ltd. (manufacturer), P.O. Box 69, Petaling Jaya, Selangor. WTD 3/23/65.

Uruguay asks bids on final sections of 2 road projects

Uruguay's Ministry of Public Works seeks international bids on the final sections of Routes 5 and 26. These two projects are the second and final parts of an $18.5 million road program, with the bid openings to be 11 a.m., June 16 for MOP Licitation No. 64.

There will be approximately 233 miles of construction on Route 5 and approximately 62 miles on Route 26, including 5,742 feet of new bridges besides the widening of existing bridges. Route 26 and the section Paso de Los Toros—Tacuarembo of Route 5 are to be of double layered asphalt, and the other two sections (Progreso-Florida and Florida-Paso del Los Tores) of Route 5 will be of asphalt-concrete. (International Commerce, January 18, p. 82 and February 8, p. 29).

Bid specifications for the 4 sections can be obtained for $440 (or for any desired route) from Secretaria del Ministerio de Obras Publicas 18 de Julio 1118, Montevideo.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field Crop Farms

ITALY—Requests offers, prices for yellow soybean in bags, approx. 1,000 mt. initial order. Dott. A. Garipoli (commission merchant), Via Simone Cuccia 12, Palermo, Sicili. WTD 3/9/65.

201 Meat Products

FRANCE—Canned meat. Nicolas Demaria (agent), 65 ave. de la Motte-Piquet, Paris 15e. WTD 2/23/65.

203 Canning, Preserving Foods

FRANCE—Pineapple juice, grapefruit juice; canned fish, shellfish. Nicolas Demaria (agent), 65 ave. de la Motte-Piquet, Paris 15e. WTD 2/23/65.

GERMANY—California peaches, California asparagus, Canadian pears, Hawaiian pineapples, sour cherries, fruit cocktail, Canadian pink salmon, Canadian lobster, Louisiana shrimp. CIF Hamburg or Bremen. Ingromex GmbH (importer, sales agent), 66 Saarbruecken 3/Saar, Dudweilerstrasse 151-153. WTD 4/7/65.

SWEDEN—Grapefruit peels in SO2 or hot packed. Starch with high percentage of amylo pectin, e.g., based on tapioca or corn mixed with tapioca. Pineapple crush, hot packed, in tins A-10 or bigger. Pineapple cubes or slices; concentrated lime juice; lime juice (straight); concentrated lemon juice; concentrated grapefruit juice; all hot packed, in tins. Allto-Import, A. Larsson (importer, wholesaler, sales agent), Tulegatan 48, Sundbyberg. WTD 2/9/65.

209 Food Preparations

GREECE—Soybean oil, soybean meal. Thucydides & M. Papayanni (exporter, sales agent), 1 Nikita St., Piraeus. WTD 3/3/65.

Soybean meal, fish meal, meat meal. Importer-distributor-sales agent requests replies from producers and/or exporters with cif Piraeus price quotations. Direct purchase and/or agency. "Aristotle J. Thalassinos" Co., Sitia, Crete Island. WTD 4/12/65.

220 Textile Mill Products

NEPAL—Textiles—bolts of textiles, all kinds, ready-made garments. Chandmal Lunkaran (importer, exporter), P.O. Box 31, Dugarniwas, Biratnagar. WTD 3/3/65.

221 Broad Woven Fabric Mills, Cotton

AUSTRALIA—Shirtings, cotton; soft furnishings, i.e. drapery material. W. J. Gunning & Sons, Pty., Ltd. (importer, dealer), 181 Clarence St., Sydney, N.S.W. WTD 3/11/65.

Soft furnishings, especially drapery and upholstery material; cotton piece goods; cotton scatter rugs; towels. L. P. Keating & Sons, Pty., Ltd. (indent agent), 5th Fl., 66 King St., Sydney, N.S.W. WTD 3/11/65.

222 Broad Woven Fabric Mills

AUSTRALIA—Soft furnishings, especially drapery, upholstery material; synthetic piece goods. L. P. Keating & Sons, Pty., Ltd. (indent agent), 5th Fl., 66 King St., Sydney, N.S.W. WTD 3/11/65.

227 Floor Covering Mills

VENEZUELA—Carpets, wool, other kinds; request replies in Spanish. Alfombra Magica, C.A. (importer, distributor), Apartado 12770 Coliseo, Caracas, Edificio Gran Avenida, Plaza Venezuela, Caracas. WTD 4/2/65.

229 Textile Goods

MEXICO—Industrial felt, over 6mm. in thickness. Implementos Industriales de Mexico, S.A. (importer, retailer), Salvador Diaz Miron No. 58, Mexico, D.F. WTD 1/19/65.

239 Textile Goods

NORWAY—Non-woven piece goods for manufacture of bath shower curtains; bags for toiletry articles. Lars Rollum (manufacturers' agent), Konvallveien 6, Oslo 8. WTD 9/6/63.

243 Prefabricated Structural Wood Products

GERMANY—Prefabricated houses, complete or components thereof. Exclusive agency. Requests quotations c.i.f. Bremen. Bauberatung Nordwest (sales agent), 45 Contrescarpe, 28 Bremen. WTD 2/17/65.

281 Industrial Chemicals

MEXICO—Crystalized carbolic acid, V.S.P. melamine resins, acrylic monomers, methanol, polyglycol, dicyandiamide. Poliresinas, S.A. (manufacturer), Cobre No. 27, Fracc. Industrial Esfuerzo Nacional, Santa Clara, Edo. de Mexico. WTD 3/23/65.

SWEDEN—All types of chemicals for use in hair spray and similar products. Allto-Import, A. Larsson (importer, wholesaler, sales agent), Tulegatan 48, Sundbyberg. WTD 2/9/65.

283 Drugs

NEPAL—Pharmaceutical preparations, all kinds. Chandmal Lunkaran (importer, exporter), P.O. Box 31, Dugarniwas, Biratnagar. WTD 3/3/65.

306 Fabricated Rubber Products

BELGIUM—Gloves, surgeons, plastic, not sterilized, disposable. Hygiene & Confort "Hyco" S.A. (importer, wholesaler), 49 Ave. de la Reine, Brussels. WTD 4/2/65.

Catheters, plastic, sterilized, disposable. Hygiene & Confort "Hyco" S.A. (importer, wholesaler), 49 Ave. de la Reine, Brussels. WTD 4/2/65.

Syringes, plastic, sterilized, disposable. Hygiene & Confort "Hyco" (importer, wholesaler), 49 Ave. de la Reine, Brussels. WTD 4/2/65.

307 Plastic Material

FRANCE—Wall, floor covering materials made of plastics. Societe Alsacienne d'Engineering Plastique, S.a.r.l., 4 Rue du Vieux-Marche-aux-Vins, Strasbourg (Bas-Rhin). WTD 3/25/65.

331 Steel Mill Products

ENGLAND—All types of iron, steel products, particularly high grade special steels. J. M. J. Maus, Ltd. (importers, exporters, commission merchants), Glenthorne House, Glenthorne Rd., London, W.6. WTD 3/31/65.

342 Cutlery, Handtools, General Hardware

NEPAL—Builders' hardware; hammer, saw, pliers, screwdrivers, hinges, nails, latches, planes, drills, punches and other equipment or materials. Nepal Construction & Engineering Corp. (Pvt.), Ltd. (importer), P.O. Box 156. 6/104 Juddha Sadak, Kathmandu. WTD 8/1/62.

343 Heating Apparatus, Plumbing Fixtures

FRANCE—Heating equipment and apparatus for all purposes, household, commercial and industrial uses, including central-heating radiators, boilers; oil-burners; gas-stoves; gas-fired water-heating units; gas-burners; oil-heaters, portable and stationary, related appliances of modern types, such as gas-duct furnaces, hot-air units, others. Requests catalogs, price lists. J. De Latour & Cie. (wholesale dealer), Impasse du IV Septembre, Begles, Gironde. WTD 4/8/65.

Heating apparatus; steam, hot air, hot water. Noelec (wholesaler, retailer, agent), 163 ave. d'Italie, Paris 13e. WTD 2/26/65.

344 Fabricated Structural Metal Products

FRANCE—Sheet metal roofing accessories; cornices; roof-ventilators; masonry anchors; timber-connectors; joist-bracing devices; aluminum blinds; metallic doors and window-frames; steel-flooring, staircases; other metal building products; request replies in French. La Chaine de Materiaux (M. Pierre Sarrant) (dealer, sales agent), Ave. Leon Heid, Pau, Basses-Pyrenees. WTD 4/8/65.

GERMANY—Prefabricated houses, complete or components thereof, made of aluminum. Exclusive agency. Requests quotations c.i.f. Bremen. Bauberatung Nordwest (sales agent), 45 Contrescarpe, 28 Bremen. WTD 2/17/65.

349 Fabricated Metal Products

AUSTRALIA—Solenoids, primarily for use with household, related appliances. Eilbeck Distributors, Pty., Ltd. (manufacturer, distributor), 20-22 Carlotta St., Artarmon, N.S.W. WTD 4/6/65.

352 Farm Machinery

MEXICO—Automatic balers, farming tractors, combines, harvesters. Servicio Agricola, S.A. (manufacturer, importer, wholesaler, retailer), Av. del Taller No. 24, Mexico 8, D.F. WTD 3/10/65.

NEPAL—Farm machinery, equipment; i.e., tractors, harrowing machines, plows, tillers, harvesters. Nepal Construction & Engineering Corp. (Pvt.), Ltd., P.O. Box 156, 6/104 Juddha Sadak, Kathmandu. WTD 8/1/62.

353 Construction Machinery

BELGIUM—Excavators; twin rail trolleys; single rail crabs; draglines; mobile and derrick cranes; general hoisting machines, single, twin and 4-cable buckets. Interested in lines to supplement own production; wishes to act as agents and servicers in Benelux countries.

Verhoeven N.V. (manufacturer, importer, exporter, servicer), 93 Bassinstraat, Boom near Antwerp. WTD 3/24/65.

ENGLAND—Excavators, other types of construction, trenching, ditching machinery. J. M. J. Maus, Ltd. (importers, exporters, commission merchants), Glenthorne House, Glenthorne Rd., London, W.6. WTD 3/31/65.

NEPAL—Construction machinery, equipment, all kinds. Nepal Construction & Engineering Corp. (Pvt.), Ltd. (importer), P.O. Box 156, 6/104 Juddha Sadak, Kathmandu. WTD 8/1/62.

Earth moving machinery, heavy; e.g., bulldozer, graders, shovels, scoops, also parts. Nepal Construction & Engineering Corp. (Pvt.), Ltd. (importer), P.O. Box 156, 6/104 Juddha Sadak, Kathmandu. WTD 8/1/62.

THAILAND—Passenger elevators. Quick delivery necessary. Catalogs, price lists requested. Cherd Viriyah Bhanij, 320 Prasumane Rd., P.O. Box 230, Bangkok. WTD 3/29/65.

354 Metalworking Machinery

ENGLAND—Rolling mill machinery, equipment, all types. J. M. J. Maus, Ltd. (importers, exporters, commission merchants), Glenthorne House, Glenthorne Rd., London, W.6. WTD 3/31/65.

MEXICO—Machinery to make screws, nuts, cutting tools, railroad spikes. Armendariz, S. de R. L. de C. V. (sales agent), Marconi No. 2-37, Mexico 1, D.F. WTD 7/16/64.

NEPAL—Machine tools including metal working equipment; i.e., lathe, metal cutting trimmers and edging machines. Nepal Construction & Engineering Corp. (Pvt.), Ltd. (importer), P.O. Box 156, 6/104 Juddha Sadak, Kathmandu. WTD 8/1/62.

355 Special Industry Machinery

AUSTRALIA—Printing machinery: static eliminators; flexographic printing machinery; pressure sensitive coating machines; air coating units; curtain coating machinery; electrostatic printing machinery; ultrasonic sealing machinery; viscosity control equipment; stationery burster, used for parting or snapping of continuous stationery. Converting & Packaging Machinery, Pty., Ltd. (manufacturers' representative), 20 Curtis Ave., Taren Point, Sydney, N.S.W. WTD 2/9/65.

GERMANY—Automatic cigarette packing machinery; automatic filling, packing machinery for foodstuffs, including candy, chocolate, powdered products. Gerd A. M. Kelch (sales agent), P.O. Box 16, 28 Bremen-Oberneuland. WTD 12/16/64.

Complete automatic machinery for processing plastic coated paper into packings for frozen foods and for filling such packings. Complete automatic machinery for making bottles or other types of containers from plastic material (polyethylene) and for filling these containers with liquids, e.g., milk, vinegar. Erich Hensen (wholesaler, sales agent, manufacturer), 265 Vahrer Strasse, P.O. Box 8630, 28 Bremen 2. WTD 2/15/65.

NEPAL—Industrial machinery; textile machines, looms, batching, washing, weaving; shoe making machines; packaging machines; bottling machines; woodworking machines. Nepal Construction & Engineering Corp. (Pvt.), Ltd. (importer), P.O. Box 156, 6/104 Juddha Sadak, Kathmandu. WTD 8/1/62.

356 General Industrial Machinery

AUSTRALIA—Gear boxes. Eilbeck Distributors, Pty., Ltd. (manufacturer, distributor), 20-22 Carlotta St., Artarmon, N.S.W. WTD 4/6/65.

357 Office, Computing, Accounting Machines

CHILE—Scales, balances, weighing machines. I. Marienberg & Cia. Ltda. (importer), Exposicion 202, Santiago de Chile. WTD 1/27/65.

361 Electric Transmission, Distribution Equipment

MEXICO—Cartridges for electrical coppertungsten contacts. Armendariz, S. de R. L. de C. V. (sales agent), Marconi No. 2-37, Mexico 1, D.F. WTD 7/16/64.

362 Electrical Industrial Apparatus

NEPAL—Electrical machinery, equipment—motors, transformers, starters, pumps, generators, engines. Nepal Construction & Engineering Corp., (Pvt.), Ltd. (importing distributor), P.O. Box No. 156, 6/104 Juddha Sadak, Kathmandu. WTD 8/1/61.

NETHERLANDS—Safety devices, control instruments for domestic, industrial gas heating, airconditioning application, such as thermoelectric, electronic devices, gas governors, safety cut-off valves, celluloid valves, motor-operated valves. N.V. Internationale Handelsonderneming "Itho"-Schiedam (importer, manufacturer, exporter, agent), 36 Westvest, Schiedam. WTD 2/5/65.

363 Household Appliances

FRANCE—Refrigerators, washing machines, heating units for electric appliances; household cooking equipment, such as stoves, ranges, ovens; household cooking appliances. Noelec (wholesaler, retailer, agent), 163 ave. d'Italie, Paris 13e. WTD 2/26/65.

NEPAL—Electrical appliances, domestic. Chandmal Lunkaran (importer, exporter), P.O. Box 31, Dugarniwas, Biratnagar. WTD 3/3/65.

364 Electric Lighting, Wiring Equipment

MEXICO—Push button switches. Rocke International de Mexico, S.A. de C.V. (importer, wholesaler, retailer), Manuel Ma. Contreras No. 7, Mexico 4, D.F. WTD 1/8/65.

365 Radio, Television Receiving Sets

FRANCE—Radio, television receiving sets. Noelec (wholesaler, retailer, agent), 163 ave. d'Italie, Paris 13e. WTD 2/26/65.

367 Electronic Components, Accessories

BELGIUM—Transducers and related devices for medical research. Contigea S.A. (importer, manufacturer), 140 Rue de Stalle, Brussels. WTD 1/21/65.

369 Electrical Machinery

BELGIUM—Electrocardiograph, encephalograph, electro diathermic apparatus, electromedical diagnostic apparatus, electro-medical treatment apparatus. Contigea S.A. (importer, manufacturer), 140 Rue de Stalle, Brussels. WTD 1/21/65.

371 Motor Vehicles, Equipment

MEXICO—Sectors, worms, gears, water pumps, bushings for motor vehicles. Proveedores Internacionales, S.A. (sales agent), Morelos 37-104 y 105, Mexico, D.F. WTD 12/22/64.

NEPAL—Automobiles. Nepal Construction & Engineering Corp., (Pvt.), Ltd. (importer), P.O. Box No. 156, 6/104 Juddha Sadak, Kathmandu.

Repair, replacement parts for motor vehicles. Chandmal Lunkaran (importer, exporter), P.O. Box 31, Dugarniwas, Biratnagar. WTD 3/3/65.

381 Research Instruments

FRANCE—Educational, testing, laboratory, surgical instruments, materials, equipment. Paul Block S.a.r.l. (importing wholesaler), 1 Rue Jean Mace, Strasbourg-Meinau, Bas-Rhin. WTD 3/16/65.

382 Instruments for Measuring Physical Characteristics

MEXICO—Thermostats, pressure controls. Rocke International de Mexico, S.A. de C.V. (importer, wholesaler, retailer), Manuel Ma. Contreras No. 7, Mexico 4, D.F. WTD 1/8/65.

384 Medical Instruments

BELGIUM—Syringes, hypodermic, sterilized, disposable. Hygiene & Confort "Hyco" S.A. (importer, wholealer), 49 Ave. de la Reine, Brussels. WTD 4/2/65.

Masks, doctors, sterilized disposable. Hygiene & Confort "Hyco" S.A. (importer, wholesaler), 49 Ave. de la Reine, Brussels. WTD 4/2/65.

Blades, surgical, sterilized disposable. Hygiene & Confort "Hyco" S.A. (importer, wholesaler), 49 Ave. de la Reine, Brussels. WTD 4/2/65.

Probes, surgical, sterilized, disposable. Hygiene & Confort "Hyco" S.A. (importer, wholesaler), 49 Ave. de la Reine, Brussels. WTD 4/2/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

MEXICO—Industrial safety equipment such as masks, goggles, helmets—sales commission agent. Seguridad Industrial, Andres Chavolla D. (importer, manufacturer, exporter, wholesaler, retailer), Fenix No. 25, Col. Industrial, Mexico 14, D.F. WTD 7/1/64.

Dust masks. Implementos Industriales de Mexico, S.A. (importer, retailer), Salvador Diaz Miron No. 58, Mexico, D.F. WTD 1/19/65.

385 Ophthalmic Goods

MEXICO—Industrial goggles. Implementos Industriales de Mexico, S.A. (importer, retailer), Salvador Diaz Miron No. 58, Mexico, D.F. WTD 1/19/65.

386 Photographic Equipment

MEXICO—Slide projectors, movie projectors, still picture projectors. Microtecnica Mexicana, S.A. (importer, commission agent, wholesaler, retailer), Medellin No. 190-404, Mexico, D.F. WTD 3/10/65.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—J. A. McLellan, Chairman and Managing Director, and N. Christie, Intercolonial Boring Co. Ltd., 450-466 Ann St., Brisbane, Queensland, **interested in agency and licensing arrangements for well drilling, water treatment, irrigation equipment.** May 29 via San Francisco for six weeks. Itinerary: Los Angeles May 29-June 3, c/o Beverly Hilton Hotel; Little Rock, Ark. June 3-11, c/o LaFayette Hotel; Pensacola; Atlanta; Troy, Ohio June 17-26, c/o Villa Modern Motel; Chicago June 26-July 4; San Francisco July 4-10, c/o Sir Francis Drake Hotel. WTD 12/31/64.

J. Rosen, Sheratons Furniture Manufacturers, 50 Eighth Ave., Maylands, Western Australia, **interested in manufacturing techniques, distribution, retail handling of furniture.** April 21 via Honolulu for five to six weeks. Itinerary: San Francisco, Los Angeles, Las Vegas, Houston, Chicago, Buffalo, New York, Washington. WTD 4/14/65.

GERMANY—Volkhard Biebighaeuser, representing Mersch & Biebighaeuser, 10 Kaempohenstr., 567 Opladen, **interested in licensing arrangements with U.S. manufacturers for motor parts, equipment for automotive industry; pipe hangers, fasteners for chemical industry power plants.** May 16 via Detroit for three to four weeks. C/o Mr. Sanford Menter, 14 Courtland Pl., Middletown, N.Y. Itinerary: Detroit, two weeks; Washington, D. C., two days; New York. WTD 3/24/65.

Hubertus E. R. Wriedt, Managing Director, Polyma Maschinenbau Dr. Appelhans GmbH, Kassel, Frankfurter Str. 112-120, **interested in technical exchange of licenses concerning waste and refuse incinerator plants, exhaust safety devices, safety devices for banks.** May 3 via New York for two weeks. C/o Mrs. Mary Wilstead, Rm. 1200 25 Broad St., New York 4, N.Y. Itinerary: New York, Chicago, San Francisco, Washington.

HAITI—Max Questel, representing Enterprises Commerciales Haitiennes, Pl. Geffrard, Port-au-Prince, **interested in visiting plants operated by naval stores for extraction of turpentine, technical information on operation of solvent extraction plant for turpentine.** As soon as Pan American strike is settled via Miami for one to two months. C/o John D. Walsh Co., Inc., 32 Broadway, New York, N.Y. Itinerary: Miami, New York, others to be arranged.

INDONESIA—A. Lutfy and Mintahir, representing Firma Sri Buwana, Roa Malaka Selatan 45, Djakarta-Kota, **interested in selling Indonesian general merchandise, including woods such as teak, sonokeling, tinware, wood carvings, batiks, pandan-hats, handicrafts.** May via New York for three months. Itinerary to be arranged.

IRAQ—Mahmood Abid Kamal, representing Dar El Salam Plastic Factory, Bahbahani Bldg., Shorja Market, Baghdad, **interested in purchasing new machines, molds for factory.** Last week in May via San Francisco for one month. C/o Sadik H. Habib, 868 Concord, Jackson, Mich. Itinerary: San Francisco, Los Angeles, New York, Chicago, Jackson, Mich. WTD 4/1/65.

Saleh Mustafa Ali, representing M. Bahbahani & S. M. Al Rawaf, Bahbahani Bldg., Shorja Market, Baghdad, **interested in representing U.S. suppliers of electrical household appliances.** Last week of May via San Francisco for one month. C/o Sadik H. Habib, 868 Concord, Jackson, Mich., Itinerary: San Francisco, Los Angeles, New York, Chicago, Jackson, Mich. WTD 4/1/65.

ITALY—Ruggero Collina, representing Grisinificio R. Collina, 4 Via Scandellara, Bologna, **interested in visiting large bakeries in New York area.** April 27 via New York City for 15-20 days. C/o Sheraton Hotel, New York, N.Y. Itinerary: New York.

KOREA—Kwak Dong-sun, President, and Kim Chemyong, New York Office representative elect, representing Nambang Moolsan Co., Ltd., 95, 3-ka, Namdaemun-ro, Choong-ku, Seoul, **interested in used refrigeration and cold storage plant for operation in Korea on joint venture basis, feed grains under Public Law 480 Title IV, pulp and waste paper, locating supplier for various kinds of machinery.** April 20 via New York for two months. C/o 30 Church St., New York 7, N.Y. Itinerary: New York, Washington, New Orleans. WTD 2/26/65.

NETHERLANDS—J. J. H. ten Horn, N. V. Veendammer Machinefabriek v/h J. ten Horn, 35 Postweg, Veendam, **interested in visiting manufacturers of tanks, boilers to obtain technical information on welding equipment, accessories for automatic welding (C02 welding, welding under powder cover).** May 26 until June 10 via New York. C/o Department of Commerce New York Field Office. Itinerary: New York, Atlantic City, Washington, Buffalo. WTD 4/7/65.

J. van der Eynden, Engineer, N. V. Technisch Handelsbureau J. van der Eynden Ing., 176 Koninginneweg, Amsterdam, **interested in technical information, purchase, agency for complete range of fastening devices, machinery used in building, sanitary, heating, electro-technical industries.** May 4 via New York for six weeks. C/o Patrick Timmins, 5856 Woodside Dr., Watertown, N.Y. Itinerary: New York, other cities to be arranged. WTD 4/2/65.

NEW ZEALAND—D. W. Griffiths, Managing Director, D. W. Griffiths, Ltd., P. O. box 1909, Wellington, **interested in establishing connection with supplier of terry cloth toweling piece goods or cut for hemming, gift boxed towels, table linen, bedspreads, lace curtain fabrics.** May 3 via San Francisco for 10 days. Itinerary: San Francisco c/o San Francisco Hilton Hotel; Los Angeles c/o Biltmore Hotel; May 5, 6 Chicago c/o Sheraton Blackstone Hotel; May 7-12 New York c/o Americano Hotel. WTD 3/26/65.

PAKISTAN—Mushtaq Hussain Kaleem, representing Ahmad Baksh & Bros. 22 Brandreth Rd., Lahore, **interested in purchase of machinery for 1000 ton cold storage plant, flour mill of 80 ton capacity, plastic coated book binding cloth, laundry soap, iron and steel mill products, technical information.** Mid-May via San Francisco for three weeks. C/o Consulate General of Pakistan in U.S.A., 12 E. 65th St., New York 21, N.Y. Itinerary: San Francisco, Los Angeles, Washington, New York, Chicago, Harrison, N.J. WTD 4/9/65.

RHODESIA—L. H. Raskin, Universal Electric & Radio Co. of Central Africa, (Pvt.), Ltd., 141 Main St., Bulawayo, **interested in purchasing from factories electrical appliances, light fittings, table lamps, display lighting, air coolers, refrigerators.** May 13 via New York for 12 days. Itinerary: New York May 13, c/o Commodore Hotel; Chicago May 20, c/o Palmer House; Los Angeles May 24. WTD 3/12/63.

RWANDA—Habib Ebrahim Kassam, Etablissements Kassam Ebrahim et Fils, B. P. 45, Kigali, **interested in selling green coffee, buying general merchandise including full range of textiles, used clothing.** May 1 via San Francisco for two weeks. C/o Haas Bros. 230 California St., San Francisco 11. Itinerary: San Francisco, Los Angeles, Houston, New York, possibly Washington. WTD 4/14/65.

SOUTH AFRICA—Neil Frederick Carlisle, Germ Lubricants Africa, Ltd., 4 Lawn St., Rosettenville, Johannesburg or P.O. Box 2, Linmeyer, Johannesburg, **interested in agency for power grease equipment.** April 24 via New York for three weeks. C/o AMF Co., 261 Madison Ave., New York, N.Y. Itinerary: New York, Meridon, Conn., Pittsburgh, Detroit.

SWITZERLAND—Edgar Staub, Scheller, Ltd., 21, Hottingerstr., P.O. Box 8021, Zurich, **interested in packaging, preferably plastics, for manufacturing and/or sale in Switzerland, other European countries.** April 21 via New York for three weeks. C/o Hotel Commodore, 42nd St. and Lexington Ave., New York, N.Y. Itinerary: New York, Boston, Wilmington, other cities to be arranged. WTD 7/28/64.

TAIWAN—Miss Juliett Ling, Grace & Juliett Co., 44, Nanking East Rd., Section 1, Taipei, **interested in joint venture for bottling plant or cannery or manufacturing builders hardware.** April 18 via Seattle for 34 days. C/o Schlage Lock Co., P.O. Box 3324, San Francisco, Calif. 94119. Itinerary: San Francisco, Los Angeles, Hollywood, El Monte, Calif., New York, Pittsburgh, Columbus, Ohio, Chicago, Honolulu, Baltimore. WTD 3/19/64.

TRINIDAD—James H. Johnson, representing C. A. J. Lashley & Co., Ltd., 11 Edward St., Port of Spain, **interested in grocery lines.** April 16 via New York for six weeks. C/o Venice Importing Co., 6668 N. 6th St., Brooklyn, N.Y. Itinerary: Michigan, Maryland. WTD 3/29/65.

South Africa requests bids on continuous casting foundry

The Chairman of the South African Railways Tender Board, P.O. Box 7784, Johannesburg, Republic of South Africa, has issued Tender No. F.5934 for the supply, delivery and installation of a continuous casting plant at the Pielermaritzburg Iron Foundry. Bid deadline is June 18. Complete set of tender documents is available for review only at Metalworking Equipment Division, BDSA, Department of Commerce, Room 4204, Telephone 202-WO 7-5652.

Leads for Importers

Commodities are offered direct unless specified.

203 Canning, Preserving Food

AUSTRALIA—Jams, conserves, marmalades; honey in bulk (in 44 gal. drums). R.W.A. Norgard & Co. (exporter), 76 Clarence St., Sydney, N.S.W. WTD 4/6/65.

CHILE—Canned, frozen fish, seafood. Soc. Pesquera Caleuche Soc., Ltda. (manufacturer), Casilla 14102, Santiago. WTD 12/11/64.

204 Grain Mill Products

TOGO—Tapioca; can supply approx. 25 tons a month. Ets. Daniel K. Chawettey (importer, exporter), 37 Rue Thompson, B. P. 1219, Lome. WTD 2/23/65.

208 Beverage Industries

MOROCCO—Kosher wines, bottled or in bulk (barrels or containers). Direct sales or through U.S. distributor. Maison Touger, 54, rue Pelle, Casablanca. WTD 3/31/65.

209 Food Preparations

CHILE—Fish meal, frozen fish. Soc. Pesquera "El Golfo" Stengel & Cia. Ltda. (manufacturer), Casilla 344, Talcahuano. WTD 11/27/64.

VIET-NAM—Crude coffee—Robusta and Chari types—annual export capacity: 1,000 mt. Etablissements Thai Binh, (exporter, manufacturers' rep.), 587 duong Nguyen Trai, Cholon. WTD 2/20/64.

239 Fabricated Textile Products

MOROCCO—Embroidery workshop wishes to export high quality, high price hand-embroidered nappery, bed linen. Requests correspondence in French. Quotations F.O.B. Casablanca. Broderies du Littoral, 288, Blvd. de la Liberte, Casablanca. WTD 3/31/65.

242 Sawmills, Planing Mills

TOGO—Hardwoods, iroko or odum boards, mahogany, abora, arere, afara—sizes 25 and 45 mm. x 30 cm. x 4 m.; can furnish up to 72,000 bd. ft. monthly. Tawakalitou of West Africa (importer, exporter), B.P. 1193, Lome. WTD 2/8/65.

283 Drugs

IRAN—Gum galbanum. Agreement as to quantity, grade, packing to be reached when contacts are made. Maghzy & Son (private enterprise), Meidan 24 Esfand, Isfahan. WTD 2/1/65.

289 Chemical Products

ALGERIA—Office Nationale de Reforme Agraire (ONRA), managing public sector farms, wishes to sell essential oils, concentrates directly to U.S. importers, rather than through former French commercial channels. Products involved are concentrates of jasmine, orange, extracts of verbena, geranium, lavandin, lavender, petitgrain; requests replies in French. M. Bouchafa Belkacem, Depute-Commissaire (government agency), O. N. R. A., Lot. Lavigerie, El Harrach, Alger.

307 Plastics Products

KOREA—Plastics products, including pocket size polyethylene raincoats; vinyl raincoats; gloves; slippers; inflatable beach toys; fishing floats. Direct sales and agencies. Bando Trading Co., Ltd. (importer, exporter), I.P.O. Box 1899, Seoul. WTD 2/26/65.

343 Heating Apparatus, Plumbing Fixtures

YUGOSLAVIA—Heating, plumbing fixtures, fittings. Delivered from large stock. Tehno-Impex (manufacturer, importer, exporter), 12 Beethovnova, Ljubljana.

346 Metal Stampings

BELGIUM—Enameled steel kitchen articles, and decorative items for the home. N. V. Werkhuizen & Emailleries der Vlaanders (manufacturer, exporter, wholesaler), 236 Kortrijksestraat, Menen. WTD 6/17/63.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated April.

American Firms, Subsidiaries and Affiliates—Bolivia.
Architects, Builders, Contractors and Engineers—Austria.
Books, Magazines and Periodicals Importers and Dealers—Denmark.
Books, Magazines and Periodicals Importers and Dealers—Netherlands Antilles.
Builders and Contractors—Argentina.
Electronic Equipment for Home Entertainment, Phonograph Records and Pre-Recorded Magnetic Tapes—Importers, Dealers and Manufacturers—Costa Rica.
Household Appliances Importers and Dealers—Finland.
Household Appliances Importers and Dealers—Tunisia.
Machinery, Equipment and Supplies, Electrical Importers and Distributors—Ecuador.
Medicinal and Toilet Preparations Importers, Dealers and Manufacturers—Tunisia.
Plastics Materials Importers, Dealers and Manufacturers—Denmark.
Provisions Importers and Dealers—Portugal.
Pulp and Paper Mills—Turkey.

Burma's Army wants basic building supplies

The Director of Procurement, Defense Department, Rangoon, Burma invites bids for immediate procurement of many and assorted building materials.

The Tender is "Quotations for DPES 53/65," and the deadline for submitting bids, with prices in FOB terms, is May 15.

This tender includes a variety of materials and supplies, by sizes, colors, and types, the details of which can not be listed completely.

Some of the basic building and construction materials include road material, roofing materials and felts, glass panes, rolled steel, nonferrous metals, wire, cement (portland and colored) and paper bags for repacking, building nails, and hardware, wall board, sanitary stores including lavatory basins, pedestals, cisterns, water closets, seats and covers; also various electrical items and fittings and water supply stores.

For details for individual or specified items available on a loan basis to U.S. firms located in the U.S., **write:** Building Materials and Construction Industries Division, Rm. 4014, BDSA (6460), Department of Commerce, Washington, D.C. 20230. (Telephone: 202 967-3601).

Ethiopia issues two tenders for antenna, aerial equipment

Ethiopia's Imperial Board of Telecommunications has issued two tenders calling for various quantities of aerial materials and antenna switching equipment.

Stc. No. 71/65 calls for 70 sectional masts, 35 meters high, for supporting rhombic antennas, as well as a quantity of hard drawn copper wire, insulators, and fittings for guys. The bid deadline is May 15.

Stc. No. 73/65 calls for an RF switching matrix to handle 12 transmitters and 20 aerials, with a continuous power output of 30 kw., to operate in the 4-26 Mc/s range, with a characteristic impedance of 50 ohms. Also required are 10 matching transformers, 12 reflectometers and low loss coaxial cable to connect the 12 transmitters to the antenna. The bid deadline for this tender is May 22.

The mailing address of the Board is P.O. Box 1047, Addis Ababa, Ethiopia. Loan copies of the tender notices are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Room 4117, Department of Commerce, Washington, D.C. 20230, Telephone: 202-967-4036.

Saudi Arabia requests radio telephone equipment

The Water Affairs Agency of Saudi Arabia's Ministry of Agriculture has called for the supply and installation of three main and four mobile radio telephone stations.

The three main stations will be located in Jidda, Riyadh and al-Hasa, and are also to have teleprinter equipment.

Bidding terms and specifications are available from the Financial Section of the Water Affairs Agency, in Riyadh.

The bid deadline is May 30.

While only Saudi Arabian firms will be permitted to submit bids, U.S. suppliers of equipment may want to alert their agents, or submit offers to local firms eligible to bid.

Future Construction

JAMAICA—(1£ = $2.80). A high priority road project will be financed partially by the International Bank for Reconstruction and Development. The Bank's $5.5 million loan will assist in financing the improvement of three sections of road from Kingston to the north coast.

The three roads being improved or rebuilt are all part of the main thoroughfare from Kingston to the north and west of Jamaica. A 15-mile four-lane road will be constructed between Kingston and Spanish Town. The second road will be a two lane road between Spanish Town and Bog Walk, a distance of about 7½ miles. The third road extends about four miles from Moneague, north of Bog Walk, to Crescent Park.

The project is being executed by the Ministry of Communications and Works. Outside consultants will be employed to review the designs, prepare specifications and final documents and supervise constructions of the various sections. Construction contracts will be awarded on the basis of international competitive bidding except for the short Moneague-Crescent Park road which will be built by the Ministry itself.

A significant part of the public investment under Jamaica's Development Plan for 1963-68 was allocated to highway improvements. The Government decided to include the three road section in its road construction program after the roads had been given priority by the United Kingdom Road Research Laboratory which recently surveyed Jamaica's highway system at the request of the Government.

PAKISTAN—(100 rupee = $21). The World Bank reportedly has agreed "in principle" with the Government of West Pakistan to implement the proposal for a Lahore Water Supply, Sewerage and Drainage Improvement Program. The project is expected to cost about $27 million, half of which may be financed by the World Bank. Tenders for design will be issued by the end of December, following issuance of a pre-qualification notice for a consultant on the project.

SPAIN—(100 pesetas = $1.66). The Ministry of Public Works has authorized a series of projects which cover enlargement of Madrid's water supply system. It is reported that contracts will be negotiated and will cover construction of the El Atazar reservoir—with a capacity of 315 million cubic meters and improvement of several siphons and construction of water purifying stations. Cost estimates have not been released.

Write: Ilmo. Sr. Director General de Obras Hidraulicas, Ministerio de Obras Publicas, Madrid (3), Spain.

Significant Awards

NETHERLANDS—(1 guilder = $2.76). The Netherlands Gas Union has contracted most of its 275 km. main pipe line building program for 1965. The pipe will be supplied by Italian, French and German firms and a 55 km. section will be constructed by the U.S. firm, Morison-Knudsen Co., and Nederlandse Pijpleiping Constructie Combinatie.

PARAGUAY—(100 guaranis = 79¢). The Administracion Nacional de Electricidad (ANDE) has announced that in conjunction with Electroconsult, the Italian firm performing engineering and consulting services on the Acaray Hydro-Electric Project, it has completed the study of bids submitted for the civil engineering portion of the project. The Italian firm Dott. Ing. Guiseppe Torno has been selected the low bidder and the award adjucated by the Inter-American Development Bank.

The $25 million project includes construction of a hydroelectric plant, installation of a 195 mile transmission line to Asuncion, improvement and expansion of the distribution system in the Asuncion area and modernization of the thermal power plant in the city. The Inter-American Development Bank is financing $15 million, the remainder is being financed by a European consortium.

UGANDA—Work has begun on a $5.6 million, 300-bedroom, state-owned hotel. The hotel, to be named the Apollo, is being constructed by the British, (London based) Cementation Co. The 200-foot high, 12 story hotel overlooks Kamapala's business district and will have a top-floor night club, swimming pool, shopping arcade and conference rooms.

French airfield project open to NATO bidders

The French Delegation to NATO has announced that international competitive bidding will soon be opened for construction of technical and maintenance shops on the naval airfield of Landivisiau. The total value of the project is estimated at $650,000 (3¼ million francs).

U.S. firms eligible to participate in NATO are invited to submit their qualifications prior to May 8 to the Direction des Travaux Maritimes de la 2eme Region, Le Chateau, Brest, (Finistere) France.

Copies of the Delegation's information sheet, and information about eligibility for NATO international competitive bidding is available from BDSA's Trade Opportunities Staff, U.S. Department of Commerce, Washington, D.C. 20230 (Area code 202, Telephone: WO 7-4674).

Spain temporarily drops several import duties, taxes

During March, Spain enacted several measures providing for : 1) the suspension of import duties on lead ore and lead products through June 7; flax seed through May 11; sulphuric acid through May 28; peanuts until June 13; hot-rolled iron or steel plates of a thickness of 3 mm. or more, up to 40,000 tons, until May 25; puddled bars and pilings of iron or steel through June 2; and blooms and billets of iron and steel through June 2; and 2) the suspension of import taxes on lead ore and lead products through June 7; and zinc ore until May 14.

South Florida set for world trade seminar May 12-27

Miami Field Office, Broward County leaders join for event

The business community of Broward County, Fla., is joining with the Miami Field Office of the U.S. Department of Commerce, the South Florida Regional Export Expansion Council and the Junior College of Broward County in sponsoring a five-session Export Trade Seminar for Business Executives.

Offered in conjunction with World Trade Week observances, the seminar will meet May 12, 14, 18, 20 and 25 at the Governors' Club Hotel in Fort Lauderdale. A May 27 banquet will bring the series to a close.

With the international affairs division of the Greater Fort Lauderdale Chamber of Commerce playing a leading part in curriculum planning, the seminar will range comprehensively over key topics in world trade, including: Who Should Export, How to Approach the Export Market, Direct-Indirect Exporting, Facilities for Assisting the Exporter, Export-Shipment Documentation, Federal Government Services to Exporters, and Exports' Value to Broward County.

Speakers

Among the specialists from industry and government who will lecture are Joel C. Wilcox, Palm Beach port director and chairman of the South Florida REEC; Roy L. Morgan, field services director for the U.S. Department of Commerce; F. C. W. ("Jack") Paton, vice president, Gulf Oil Corp., retired; Frank T. Garro, international division manager for Univis, Inc.; Otto A. Holmedal, international department, First National Bank, Fort Lauderdale; Sig M. Glukstad, president, United Forwarders Service; Dr. John F. Lotz, business administration department, Broward County Junior College, and Lee Brunn, Florida Development Commission.

Daniel L. Goldy, National Export Expansion Coordinator, will deliver the May 27 banquet address.

World Trade Program co-sponsors include business, civic and port organizations of Fort Lauderdale-Hollywood, Port Laudania, Dania, Davie, Deerfield Beach, Hallandale, Margate, Plantation and Pompano Beach.

Write: Dr. Rex C. Kidd, Special Programs, Junior College of Broward County, Davie Road, Fort Lauderdale.

New Books and Reports

***American-Philippine Yearbook: 1964-65.* American Chamber of Commerce in the Philippines, Manila. 954pp. $10.**

This second edition of the Yearbook contains almost 90,000 entries arranged into separate classified directories for quick and easy reference. A Guide to Doing Business in the Philippines lists geographic, demographic, government, commercial and industrial data, as well as information on taxes, fiscal policies and legislation affecting business in the Philippines. A useful volume for firms interested in doing business in the Philippines.

Write: W. A. Donnelly, American Chamber of Commerce in the Philippines, Suite 615 Shurdut Bldg., Intramuros, Manila, P.O. Box 1836.

In the U.S. the yearbook can be ordered from the Philippine Assn., 501 Madison Ave., New York, N.Y. 10022.

***The Marketing Process.* By Manley How Jones. Harper & Row, New York. 605pp. $8.50.**

The book is designed to introduce the reader to marketing as if he were in active participation in a company's marketing program. The reader is encouraged to develop analytical tools, identify marketing problems, set marketing goals, conceive and appraise alternate courses of action, and choose appropriate means of implementation. Jones includes reference charts keying each chapter's content to relevant cases and books of readings.

Individual chapters cover the company's marketing activities, marketing costs and profits, understanding the consumer, types of sales forces, types of middlemen, advertising, marketing research, product development, handling orders and operating data, and setting prices.

Write: Harper & Row, 49 East 33d St., New York, N. Y. 10016.

***International Aids To Overseas Investment and Trade: With Special Reference To Their Effect on the Trade Patterns of the United States of America.* Hale A. Newcomer. Kent State U., Kent, Ohio. 67pp. $1.**

An essay on international private investment and trade—its development, occurence, conditions, cultivation through international agencies of the United Nations as well as governmental cooperation through treaties and conventions. Deals with International Bank for Reconstruction and Development, the International Monetary Fund and tariff policies of the U.S.

Write: Bureau of Economic and Business Research, Kent State U. Kent, Ohio 44240.

***Foreign Trade and the Antitrust Laws.* 88th Congress, 2nd Session. Hearings Before the Subcommittee on Antitrust and Monopoly of the Committee on the Judiciary, U.S. Senate. GPO. Part 1 (General Considerations). 598pp. $1.75.**

Examines the application of U.S. antitrust laws to foreign trade and commerce and the extent to which these laws impede U.S. foreign trade.

Includes testimony of expert witnesses, and data on business investments in foreign countries; method of operation for, and products exported by Webb-Pomerene Associations; U.S. exports and imports of merchandise by economic class 1910-63, foreign operations of U.S. industry, and exports and imports of U.S. merchandise 1790-1957.

Appendix contains reprints of pertinent Department of Commerce-published materials, and a policy research study by Corwin D. Edwards, *Cartelization in Western Europe.*

Write: Superintendent of Documents U.S. Government Printing Office, Washington, D.C. 20402.

Ceylon and UAR

New editions in the *International Customs Journal* series, covering the United Arab Republic and Ceylon, are now available at Department of Commerce Field Offices.

Copies may be obtained on a loan basis from all field offices.

The UAR Journal is a translation of the United Arab Republic's Customs Tariff, as amended to December 1964, while Ceylon's Consolidated Schedule of Import Duties, revised to Dec. 31, 1963, has been prepared from various notifications published from time to time by the Government of Ceylon. The *Journals* are made available only to member governments of the International Customs Tariffs Bureau.

***Port of Baltimore Handbook.* Maryland Port Authority, Baltimore. $1.**

The most complete reference available on the seaport of Baltimore, the Handbook is geared to the needs of traffic managers and manufacturers shipping and receiving goods in foreign trade. It also serves to promote the port abroad.

It contains the vital facts and statistics of Balitmore as a market area, and the natural inland markets it serves. A complete listing of steamship and other carrier services available at the port, and the facilities and services rendered by local maritime interests constitute the remainder of the book. A special rate and charge section designed to aid shippers and ship operators, is again included in up-dated form.

Write: Maryland Port Authority, Pier 2, Pratt St., Baltimore 2, Md.

***New Orleans Port Handbook & Manual.* Hauser Printing Co., New Orleans. $2.50.**

All commercial land transportation agencies in midcontinental United States linked with the Port of New Orleans are featured in the third annual edition of the Handbook.

Shippers anywhere in the world using the Handbook can find the addresses, phone numbers and general agents of rail, motor carrier, carloading and barge lines for initiating shipments through the Port of New Orleans, to or from 300 cities in 111 foreign countries. Potential shippers to world markets can learn detailed information on how to initiate export shipments through the Port of New Orleans on more than 1,200 regularly scheduled steamship sailings out of the Port.

Write: Hauser Printing Co., 72 Poydras St., New Orleans, Louisiana, 70130.

***Trade Directory of Malta: 1965.* Diplomatic Press and Publishing Co., London. 88pp. $2.80 (postpaid).**

Designed for the business executive, the directory describes Malta's industries, development plan, foreign trade, Trade Fair, finance and banking, and transport and communications. It lists all Chambers of Commerce, Industrial and Trade Associations, and contains a classified listing of all Maltese business firms.

Write: The Diplomatic Press and Publishing Co. (DIPREPU), 13, Cotswold Gardens, London, N.W. 2.

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Calendar *for international traders*

May

4—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

4—Third Foreign Trade Seminar, University of Arizona, **Tempe, Ariz.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

4—1965 Atlanta Export Trade Workshop, Georgia State College, **Atlanta.** Sponsors: World Trade Council; Chamber of Commerce; Ga. Dept. of Industry & Trade; Small Business Administration; Department of Commerce; REEC.

4—FCIB Round Table Conference on Foreign Credit, Collection and Exchange Problems, 1:30 p.m., Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

5—New Hampshire Conference on Foreign Trade, 9 a.m.-5 p.m., University of New Hampshire, Memorial Union Bldg., **Durham, N.H.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator. Sponsor: University of New Hampshire.

5—Colorado REEC Meeting, Denver Hilton Hotel, **Denver.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

5—In-Office Export Expansion Meeting, 10 a.m., Field Office, **Philadelphia.** Sponsors: Field Office, Department of Commerce; REEC.

6—Machinery-Metals Export Club, monthly meeting, Overseas Press Club, **New York.**

6—Air Transportation Seminar, 7 p.m., Sheraton Hotel, **Philadelphia.** Sponsor: American Society of International Executives.

6—Packaging Machinery Manufacturers Institute, Riviera Motor Hotel, **Atlanta.** Speaker: Charles F. Boehm, Bureau of International Commerce.

6—Permian Basin International Trade Conference, Lincoln Hotel, **Odessa, Texas.** Sponsors: Department of Commerce; Chamber of Commerce; REEC.

6-7—Businessmen's Consultations with members, U.S. Trade Mission to Philippines, **Honolulu.** Sponsor: Field Office, Department of Commerce.

6-7—Edward J. Rankin, U.S. Consul at Johannesburg, South Africa, to confer with businessmen from tri-state area of Pennsylvania, New Jersey, Delaware, Field Office, **Philadelphia.**

7—"First Step" Export Workshop Field Office, **Memphis.** Sponsors: Field Office, Department of Commerce; REEC.

11—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

11—Automotive Exporters Club of Chicago, Builders Bldg., **Chicago.**

11—Businessmen's consultations with members U.S. Trade Mission to India, Hotel Commodore, **New York.** Sponsors: India Chamber of Commerce of America; Field Office, Department of Commerce.

11—"Show You" In-Office Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: REEC; World Trade Club.

11—In-Office Workshop on Export Expansion, Field Office, **Jacksonville.**

11—Special Workshop on Documentation, 10 a.m.-12 noon, Field Office, **Cleveland.** Sponsors: Field Office, Department of Commerce; REEC.

11—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce.

12—St. Louis World Trade Roundtable, monthly luncheon meeting, Missouri Athletic Club, **St. Louis.** Sponsor: REEC.

12—Businessmen's consultations with members U.S. Trade Mission to India, The Tavern Chop House, Chester Ave., **Cleveland.** Sponsors: Field Office, Department of Commerce; REEC.

12—World Trade Seminar, Town House, **Kansas City, Kan.** Sponsors: REEC; Field Office, Department of Commerce; Chamber of Commerce.

12—Businessmen's Consultations with members U.S. Trade Mission to India, Field Office, **Pittsburgh.**

12—In-Office Export Expansion Meeting, 10 a.m., Field Office, **Philadelphia.** Sponsors: Field Office, Department of Commerce; REEC.

12—Export Trade Seminar, opening session, 7:30-9:30 p.m., Governors Club Hotel, **Fort Lauderdale, Fla.** Sponsors: Junior College of Broward County; Chamber of Commerce; Field Office, Department of Commerce; REEC.

12-13—De Paul University Executives Seminar on West Germany, De Paul University, **Chicago.** Speaker: Margot W. Zener, Bureau of International Commerce.

13—International Trade Club of Chicago, luncheon, LaSalle Hotel, **Chicago.**

13—Society of the Plastics Industries, Inc., World Trade Conference, Delmonico's Hotel, **New York.** Speaker: E. E. Schnellbacher, Bureau of International Commerce; Alexander B. Trowbridge, Acting Asst. Secretary of Commerce for Domestic and International Business.

13—Luncheon, Penn-Sheraton Hotel, **Pittsburgh.** Speaker: Marquis de Merry del Val, Spanish Ambassador to the U.S. Sponsor: World Trade Council, Chamber of Commerce of Greater Pittsburgh.

13—Overseas Automotive Club, luncheon-meeting, Shelburne Hotel, **New York.** Speaker: Clarence D. Martin, Jr., Under Secretary of Commerce for Transportation.

13—In-Office Export Conference, 10:30 a.m., Field Office **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

14—Businessmen's consultations with members U.S. Trade Mission to India, Field Office, **Chicago.**

16-20—Bankers Assn. for Foreign Trade, annual convention, French Lick Sheraton Hotel, **French Lick, Ind.** Speaker: (May 17) Daniel L. Goldy, National Export Expansion Coordinator.

16-20—FCIB International Credit Trade Luncheon and Round Table Conference in conjunction with 69th annual NACM Credit Congress, **New Orleans.**

17—American Management Assn. Seminar on Trading with the Bloc, Hotel Astor, **New York.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

17-18—6th Annual Columbia Basin World Trade Conference, Multnomah Hotel, **Portland, Ore.** Speaker: E. E. Schnellbacher, Bureau of International Commerce. Sponsors: Columbia Basin World Trade Conference; Chamber of Commerce; Kiwanis.

18—Memphis World Trade Club, Hotel Claridge, **Memphis.**

18—Foreign Trade Bureau, Chamber of Commerce, dinner, 6:30 p.m., Roosevelt Hotel, **Cedar Rapids, Iowa.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator.

18—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

18—Advertising Club of St. Louis World Trade Week luncheon, Statler-Hilton Hotel, **St. Louis.** Sponsor: REEC.

18—World Trade Week joint luncheon meeting, 12 noon, Biltmore Hotel, **Los Angeles.** Sponsors: International Trade Club; Los Angeles Transportation Club.

19—International Trade Club of Kansas City, International Trade Conference, University of Kansas, **Kansas City, Kan.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator.

19—Businessmen's consultations with members U.S. Trade Mission to the Philippines, Hotel Claridge, **Memphis.** Sponsors: Mid-South Exporters' Roundtable; Field Office, Department of Commerce.

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